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Key Account Leader | Axon Abu Dhabi

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Company: Axon

Location: , , United Arab Emirates

Category: sales-and-related

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Gun-related deaths between police and the public have risen steadily for at least the past six years. In 2021 in the U.S., 1,118 people — 1,054 civilians and 64 officers — lost their lives in gun-related incidents between police and the public, according to leading data sources. In response, Axon is rallying partners around a “moonshot” goal to cut gun-related deaths between police and the public by 50% in 10 years.

At Axon, we're on a mission to Protect Life. We're explorers, pursuing society's most critical safety and justice issues with our ecosystem of devices and cloud software. Like our products, we work better together. We connect with candor and care, seeking out diverse perspectives from our customers, communities and each other.

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BA, BS, MBA, or MS in business, technical or professional discipline or equivalent work experience.

10+ years of experience on customer-facing roles (Project Management, Delivery, consulting) where 3 Years as minimum in quota carrying role.

Possess a keen interest in and understanding of developments in network and infrastructure technologies.

Experience/ good understanding/exposure with Cloud technologies such as AWS, Azure and Google Cloud.

A clear, confident, and persuasive communicator who can craft, summarize and deliver messaging for various groups of users, influencers and stakeholders.

Demonstrate ability to understand customer's needs and provide thought leadership to influence and build trust at different levels.

Possess the ability to multi-task and manage competing priorities across multiple customers.

Strong analytical and problem-solving skills and an ability to manage complexity in a frequently changing environment.

Demonstrate excellent organizational and people skills.

Domestic & International Travel up to 75% will be a pre-requisite for this role.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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