

Key Account Manager Jobs In Dubai | Confidential Company

[Apply Now](#)

Company: Confidential Company

Location: dubai

Category: other-general

Key Account Manager Jobs In Dubai | Confidential Company

Job Description

Develop, and manage account activity plans to meet budgeted volumes and margin objectives, in alignment with the overall BU Strategy –

Manage the Sales & Distribution of the total Food service Segment (Hotels, Restaurants, Catering Companies, Ship Chandlers & Bakeries) for all the Emirates of UAE.

Focusing on enhancing the existing business & target new potential customers to develop the Business.

To monitor Competitor's activities in the Market by conducting random surveys and countering it by making necessary measures and attractive proposals to our clients so that our competitors may not take over our market share.

Follow up with the sales team for payment collections from the market as per the Company's agreed credit terms and coordinating with the Finance Dept.

Provide impeccable customer service and attend to customer complaints on an immediate basis to ensure it is clearly communicated to the respective departments and solved .

Prepare negotiation scenarios and strategy and fully lead negotiation process. –

Continuously analyze customer development, define and maximize business development opportunities – Analyze available data sources to profitably manage the portfolio and drive

growth opportunities for our brands with each customer. –

Build effective annual promotion plans based on sound sales development and profitability analysis. Produce excellent conceptual selling decks and establish the brand as the category leader with key customer.

Build strong intercompany networks and establish a close cross functional relationship. – to ensure alignment to the objectives for the outlets.

Handling the out of stocks situations effectively in coordination with the concern departments so that the customer should not suffer.

Skills

Graduate with 5+ Years' experience in the similar role

Experience in HORECA Industry in UAE region is a must .

Excellent use of office applications, Microsoft Office, Good Financial and Marketing Skill

Strong Communications, Leadership, Customer Service, and interpersonal Skill

Ability to build and maintain relationships and apply skills; and to train and develop staff

Strong planning, analytical skill

Experience of managing business development agreements

Strong negotiation skills

UAE driving License

More Jobs

[Personal Finance Jobs In Dubai UAE 2023 | Majid Al Futtaim](#)

[Real Estate Agent Jobs In Dubai | Sakani Real Estate LLC](#)

[Commis 1 Jobs In Dubai UAE 2023 | Dubai Holding](#)

[Clinic Receptionist Jobs In Dubai | Perfect Doctors Clinic](#)

[HSE Manager Jobs In Dubai UAE 2023 | Parsons Corporation](#)

[Quality Inspector Jobs In Dubai | Lucy Electric](#)

[Engineering Intern Jobs In Dubai UAE 2023 | Parsons Corporation](#)

[Store Keeper Jobs In Dubai UAE 2023 | Big Data](#)

[Resident Engineer Jobs In Dubai | AECOM](#)

[Insurance Sales Representative Jobs In Dubai | MetLife Gulf](#)

[Retail Sales Agent Jobs In Dubai UAE 2023 | Auspicious Overseas](#)

[Digital Marketing Executive Jobs In Dubai UAE 2023 | IBC Recruitment](#)

[Legal Counsel Jobs In Dubai | TotalEnergies](#)

Administration Assistant Jobs In Dubai UAE 2023 | Emarat

Receptionist cum Admin Jobs In Dubai | Auspicious Overseas

Resident Engineer Jobs In Dubai UAE 2023 | Parsons Corporation

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Key Account Manager Jobs In Dubai | Confidential Company Searchaustralianjobs Jobs dubaSearchaustralianjobs](#)
2. [Key Account Manager Jobs In Dubai | Confidential Company Thejobsearch Jobs dubai Thejobsearch](#)
3. [Key Account Manager Jobs In Dubai | Confidential Company Iraqjobs Jobs dubai Iraqjobs](#)
4. [Key Account Manager Jobs In Dubai | Confidential Company Governmentjobsnearme Jobs dubaGovernmentjobsnearme](#)
5. [Key Account Manager Jobs In Dubai | Confidential Company Jobdescriptionsample Jobs dubaiJobdescriptionsample](#)
6. [Key Account Manager Jobs In Dubai | Confidential Company Hondurasjobs Jobs dubai Hondurasjobs](#)

7. **Key Account Manager Jobs In Dubai | Confidential Company PandajobsJobs dubai Pandajobs** ↗
8. **Key Account Manager Jobs In Dubai | Confidential Company Irelandjobs Jobs dubai Irelandjobs** ↗
9. **Key Account Manager Jobs In Dubai | Confidential Company ScrumjobsJobs dubai Scrumjobs** ↗
10. **Key Account Manager Jobs In Dubai | Confidential CompanyUkjobopportunities Jobs dubaUkjobopportunities** ↗
11. **Key Account Manager Jobs In Dubai | Confidential CompanySearchaustralianjobs Jobs dubaSearchaustralianjobs** ↗
12. **Key Account Manager Jobs In Dubai | Confidential CompanyNyjobscareer Jobs dubai Nyjobscareer** ↗
13. **Key Account Manager Jobs In Dubai | Confidential CompanyHighestpayingjobs Jobs dubaHighestpayingjobs** ↗
14. **Key Account Manager Jobs In Dubai | Confidential CompanyRiyadhjobs Jobs dubai Riyadhjobs** ↗
15. **Key Account Manager Jobs In Dubai | Confidential CompanyJobspakistan Jobs dubai Jobspakistan** ↗
16. **Key Account Manager Jobs In Dubai | Confidential CompanyLuxembourgjobsJobs dubai Luxembourgjobs** ↗
17. **Key Account Manager Jobs In Dubai | Confidential Company Techcompanyjobfinder Jobs dubaiTechcompanyjobfinder** ↗
18. **Key Account Manager Jobs In Dubai | Confidential CompanyFrancejobs Jobs dubai Francejobs** ↗
19. **Key account manager jobs in dubai | confidential company Jobs Dubai** ↗
20. **AMP Version of Key account manager jobs in dubai | confidential company** ↗
21. **Key account manager jobs in dubai | confidential company Dubai Jobs** ↗
22. **Key account manager jobs in dubai | confidential company JobsDubai** ↗
23. **Key account manager jobs in dubai | confidential company Job Search** ↗
24. **Key account manager jobs in dubai | confidential company Search** ↗
25. **Key account manager jobs in dubai | confidential company Find Jobs** ↗

Source: <https://ae.expertini.com/jobs/job/key-account-manager-jobs-in-dubai-confidential-c-dubai-confidential-company-1968-29201/>

Generated on: 2024-05-05 by Expertini.Com