

## Key Account Manager Jobs in Dubai | ITP Media Group Careers

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ITP Media is looking for an ambitious and talented Key Account Manager / Brand Manager to join the Luxury & Design Group to be part of the commercial team responsible for ICON, an international high-end male fashion, cultural and lifestyle magazine. The potential candidate will ideate, conceptualize, pitch, plan and execute market-leading campaigns for the magazine commercial partners.

**Job Responsibilities**To work with the Key Account Director and Brand Director to develop relationships with direct clients, agencies, and media buyers

To fully embrace and understand the content pillars behind the brand and communicate the editorial strategy to clients and agencies

To create go-to-market pitches and propose them to the right audience

To respect the editorial integrity and international guidelines of the brands when selling commercial solutions to clients

To oversee and manage the execution of any booked commercial executions

**Requirements**Arabic speaker

Fully competent in media and creative solution selling

Strong negotiation skills

Strong communication and relationship-building abilities with clients

Creative solutions + presenting

Core management and leadership

Brand and product development

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