

## Key Account Manager - Middle East, Dubai (f/m/d)

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Company: RATIONAL

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### Your task

- Identification of new customer opportunities
- Accommodating the needs and requirements of the customers
- Developing our Key Account market position by enhancing senior business relationships and new business strategies
- Prospecting and building new Key Account business opportunities in the region
- Collaborating with stakeholders to prepare proposals following the practices of RATIONAL and to meet the client's demand and objectives
- Planning and implementing sales strategies within the Key Account customers
- Participating in and supporting exhibitions and trade shows
- Understand & translate the customer's strategy into relevant customer specific concepts
- Responsible to start and follow new projects
- Active in the market for new projects for defined accounts – small to medium size companies (short term) and bigger companies (supported by MGMT)
- Support the growth of the sales team working in the field to develop local accounts together with RSM team
- Responsible for strategy KA business
- Keeping the relation with customers already acquired to increase the sales figures
- Understand and know the market in order to approach and win untapped potential

## **Your profile**

- Several years of professional experience in delivering medium-sized and/or large accounts
- Experience with sales of foodservice equipment is a plus
- Deep knowledge of Key Account processes
- Knowledge of the food industry
- Hands on and sales oriented
- Excellent organizational skills
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Create, developing and sustaining long-term relationships with customer
- Strong selling and networking skills paired with the ability to understand the real customer need
- Energetic, solution-oriented way of working with outstanding team-leadership skills
- Great team player
- Excellent English skills, Arabic is an advantage
- Willingness to travel frequency for the company (approx. 60%)
- Professional attitude and approach
- Confident presenter and self-motivated to succeed

What counts for us are your qualifications - regardless of age, gender, disability, sexual orientation/identity or social, ethnic, or religious backgrounds. We welcome applications from all people with diverse backgrounds

## **Our offer**

What do you need to make good sales? We know and we offer it: A dynamic and fast-acting team, a modern working environment with a feel-good character, success and future-oriented thinking, as well as recognition towards our employees. We reward performance and independent work. You are the expert, you know what to do and we give you the necessary confidence. With us, you grow in challenges and beyond.

## **Our company**

RATIONAL is the leading contact when it comes to hot food preparation and our growth and profitability are exceptional. This is mainly due to the fact that the almost 2,300 employees do a great job, both nationally and internationally. It motivates them to be responsible for more

effortless working in kitchens and more innovation in technology.

A job with added value is simply worth more.

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