

Key Account Manager – NFV (Pharma) Jobs in Dubai UAE 2023 | Talabat

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Description:

We are looking for a Key Account Manager (Pharma) to join our team and be part of our growth. If you're a team leader who is hungry for a new adventure, a multinational workplace is waiting for you.

Job Responsibilities:

- a- Key responsible for growing their Key Accounts portfolio and driving these partners to become generators of revenue.
- b- Optimize Key Account performance, and ensure their engagement and satisfaction. Conduct regular business reviews so that Key stakeholders have full visibility of their performance.
- c- Drive growth and make Key Accounts act as customer acquisition for the Q-commerce, Local Shops business.
- d- Work closely with the Ops manager to identify and resolve commercial gaps and opportunities that either increase revenue or optimizes operations (i.e, optimize service and/or expenses)

Job Requirements:

- a- Bachelor's degree in any discipline
- b- From 3-5 years of experience holding the same title or relevant
- c- Able to analyze data and sales statistics and curate a solution

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