

# United Arab Emirates Jobs Expertini®

## Key Account Manager

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Company: Arthur Lawrence

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Top of Form Arthur Lawrence is urgently looking for a Key Account Management for a client in Dubai, UAE. Kindly review the job requirements below. Your immediate application will enable us to place you successfully. Must-Have: 8+ Years of experience in Key Account Management and Exhibition Management Prior Experience in developing Sales and Marketing Strategies Familiarity working with business-to-business (B2B) and business-to-government (B2G) sectors in exhibitions. Familiarity in developing Key Performance Indicators (KPIs) Experience in logistical aspects of event planning, including exhibitor coordination, venue selection, venue budget, negotiation, and on-site management. Nice to Have: Master's in business administration/marketing /Sales or equivalent Knowledge of governmental regulations and policies About Us: Arthur Lawrence is a management and technology consulting firm providing enterprise-wide business transformation and business applications implementation services. Our in-depth technical knowledge and broad experience of working with world-class companies enable organizations to leverage our capabilities in developing winning strategies and cost-effective solutions. We are a UN Women Empowerment Principal Signatory and are certified by the National Minority Supplier Development Council. Acknowledgments from Industry Peers: Winner of Entrepreneur 360 Award (2019). IAOP Award; Ranked in the top 100 internationally. Arthur Lawrence ranked within the Inc 5000 twice in 2016 and 2017 as one of the fastest. Growing companies of America. Named one of the top ten fastest-growing businesses in Houston in 2016. Ranked 25th in the HBJ's Fast 100 Private Companies Award in 2017. Our Seven Pillars: We rely on the seven core values that we believe enable us to deliver quality for our consultants

and clients: Education, Integrity, Value Creation, Collaboration, Best Client, Best People and Stewardship Through strict adherence to these core values, we have achieved success beyond all documented forecasts and anticipation. For more information, visit [www.arthurlawrence.net](http://www.arthurlawrence.net) Powered by JazzHR

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