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Key Account Manager | Upfront HR Dubai

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Key Account Manager | Upfront HR Dubai

A boutique consultancy set up by HR professionals with solid background in corporate HR, executive search and recruitment. Our team understands the various HR and recruitment challenges faced by organisations in the region, and as such, are highly equipped with the knowledge, experience and resources to offer you a truly specialist and consultative HR and Recruitment solutions to support your strategic business plans.

Our client is one of the biggest and top players in the electrical home appliances manufacturing industry. They are looking for a Key Account Manager with a background in Home Appliances, consumer electronics who will manage the Vacuum Cleaner Division.

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Responsibilities

Implement sales strategies to achieve revenue targets and market share objectives.

Conduct market research to identify opportunities for growth and competitive advantages in the vacuum cleaner segment.

Build and maintain effective customer relationships in order to build strong loyalty.

Stay updated on product features, specifications, and industry trends related to vacuum cleaners.

Monitor sales performance against targets and provide regular reports to senior management.

Collaborate with the marketing team to analyze market trends and adjust sales strategies accordingly.

Plan and execute promotional activities, product launches, and other marketing initiatives to

boost sales.

Handle and respond to existing products queries from client quickly effectively and accurately

Increasing Market share of products like Vacuum Cleaner

Provide customers with the appropriate selection sampling of product in response to their inquiries and provide quotations accordingly.

Requirements

Bachelors degree in Business, Marketing, or a related field.

Proven experience in sales management, preferably in the home appliance or consumer electronics industry.

Strong leadership and team management skills.

Excellent communication and negotiation abilities.

In-depth knowledge of vacuum cleaner products and market trends.

Results-driven with a proven track record of achieving and exceeding sales targets.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com/#J-18808-Ljbffr

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