

# United Arab Emirates Jobs Expertini®

## Key Account Specialist Jobs in Dubai | Abbott

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Company: Abbott

Location: dubai

Category: other-general

1- Key Account Specialist

Job: Full Time

Location: Dubai, UAE

Description:

The individual will be responsible for consistent sales growth and achievement of goals and targets for our pharmaceutical business in the assigned regions, while collaborating among other team members and sharing knowledge and increase efforts towards aligned sales plans by finding opportunities, improving and gaining new business while maintaining the existing business.

**Job Responsibilities:** Ensure that Company strategies are correctly and uniformly implemented.

Carry out sales calls, targeting high sales areas for maximum efficiency.

Develop new business opportunities with existing and potential clients

Monitor market trends and competitor activity in assigned territory.

Maintain close relationships with key accounts, and ensure their requirements are being met where possible.

**Job Requirements:** Bachelor's degree in pharmacy.

2-3 years of medical sales experience in the pharmaceutical field.

Experience with key accounts and key stakeholders in Abu Dhabi and Al Ain is mandatory. (Mubadala account experience).

Fluency in English and Arabic. #J-18808-Ljbffr

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