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Responsibilities Promote Pearson's Vocational Qualifications (BTEC, LCCI, Pearson Assured, NCCER) and its services to all Vocational Education Institutions in the assigned countries of Gulf & Levant territory.

Provide customers with a range of support, advisory, training and development services to support sales growth.

Secure targeted growth against agreed targets, through maintaining existing business, developing opportunities within existing customer base for upselling or cross selling Pearson products.

Collaborate with other account managers within the Line of Business or with others to upsell/cross-sell Pearson products and services. Apply Also: Operator B Jobs in Dubai | Emirates National Oil Company

Requirement A natural sales person. A rational, assertive and confident individual who can

persuade customers and articulate business needs to management

Excellent relationships management and interpersonal skills

Strong analytical skills, including historical sales analysis, pricing, and forecasting.

Strong communication, problem-solving, negotiation and influencing skills plus an ability to operate in a matrix-reporting environment.

Able to operate effectively alone, and to work through challenges independently, as well as part of a multi-country team

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