

Sales Account Executive Jobs In Sharjah | Ventures Middle East

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Company: Ventures Middle East

Location: Sharjah

Category: sales-and-related

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Ventures ONSITE (www.venturesonsite.com), a product by Ventures Middle East is a subscription based platform utilized as business development tool providing accurate and detailed information on completed, on-going and future construction projects.

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Responsibilities

Serve as the primary point of contact for customers

Driving high customer satisfaction

Conduct regular business reviews with clients.

Maintain regular meetings and check-ins with clients to ensure customer satisfaction

Anticipate customers requirements and possible challenges – make our customers successful!

Achieve and exceed monthly and annual targets. Maintain high renewal rates aligned with the targets.

Prepare and educate customers on new features / services.

Work with customers to design and implement a success plan aligned with Ventures Onsite philosophy and product capability whilst ensuring tailored to our customers business objectives and strategy so that the platform provides continued value to the customer and drive long-term account satisfaction and growth.

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Requirement

At least 1-2 years of sales and account management experience

Bachelors Degree in similar field

Excellent Communication skills

Understanding the Construction & Energy Sector or SAAS

Excellent knowledge of Microsoft Office applications, including Outlook, Word, Excel and

PowerPoint

Expertise in territory management and organization

Excellent verbal and written communication skills

Exceptional organizational skills

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