

Sales Account Manager Jobs in Dubai | Al Futtaim

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Company: Al Futtaim

Location: Dubai

Category: sales-and-related

1- Sales Account Manager

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Attend Client Meetings for company portfolio and product Presentation.

Build relationships with a broad variety of customers to be their preferred BMS and lighting control solution provider.

Focus to grow business opportunities from some of larger verticals to include hospitality, retail space, high-rise buildings, government, education, medical facilities and real estate.

Responsible for preparing quotes and executing the overall strategic plan for development business of BMS lighting controls and smart building and smart home solutions.

Strong liaison and negotiation skills with client, vendors and partner.

Able to work under pressure and fast-paced environment, willing to work extended hours.

Job Requirements:

Graduate Engineer in Electronics / Electrical or equivalent.

Minimum 2+ years of experience in sales of BMS, smart homes and lighting control systems.

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