

## Senior Account Manager

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Company: RP International (RPI)

Location: Dubai

Category: sales-and-related

Requirements as follows: Have experience working in Telco for the Enterprise Business Unit. Understand Telco operation and Sales business in the Enterprise Market. Sales and Solution experience for Enterprise Sectors such as Government, Large Enterprise, Oil and Gas, ...etc. Experience with Business Commercial Models for Telco Enterprise Business. Knowledge of Managed Services and understand the business model of Manage Services for Enterprise Customer. Must speak Arabic and English. Will to travel around the GCC region. Sales and business Development oriented.

About The Company RP International is the leading specialist recruitment consultancy in the established and emerging telecoms markets. From our hubs covering the Americas, Europe the CIS, the Middle East, Africa and Asia Pacific we have partnered with operators, vendors, systems integrators and consultancies in more than a hundred countries, giving us an in-depth understanding Of cultural sensitivities, local business practices and hiring requirements. Our clients and candidates benefit from the long-term perspective and breadth of knowledge that comes from working with an industry partner. From our beginnings providing telecoms expertise into deregulating markets, we have developed our range of services to supply executive search, contingent, contract and launch and transformation resource solutions across the industry. Our historic success in cross-border search assignments connects our clients to a global network of industry talent. We identify the best available candidates on a local, regional and international basis.

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