

Senior Account Manager

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Company: ManpowerGroup Middle East

Location: United Arab Emirates

Category: other-general

The Role

Title : Senior Account Manager Location : Dubai, UAE We are looking for a qualified Senior Account Manager to join our team. You will be responsible for developing long-term relationships with customers and overseeing Security Sales. Responsibilities: - Achieve personal and team targets. - Manage a portfolio of accounts and support the team to achieve long-term success. - Develop positive relationships with clients. - Act as the point of contact and handle individual customer's needs. - Generate new business using existing and potential customer networks. - Resolve conflicts and provide solutions to customers in a timely manner. - Supervise account representatives to ensure sales increase. - Report on the status of accounts and transactions. - Set and track sales account targets, aligned with company objectives. - Monitor sales metrics (e.g. quarterly sales results and annual forecasts) - Suggest actions to improve sales performance and identify opportunities for growth.

Requirements

Requirements: - 7+ years of proven work experience as a Business Development manager in Cyber-Security. - Hands on experience in sales and an ability to deliver excellent customer experience. - Understanding of sales performance metrics - Excellent communication and negotiation skills - An ability to deliver projects and answer inquiries on time - Business acumen with a problem-solving attitude - Knowledge of CRM software and MS Office (MS Excel in particular)

About the company

We lead in the creation and delivery of innovative workforce solutions and services that enable our clients to win in the changing world of work. ManpowerGroup powers the success of many of the world's most dynamic organizations. We deliver innovative workforce solutions that enhance competitiveness, increase efficiency and spur productivity. Combining global reach with local expertise - 3600 offices in over 80 countries - we know the changing world of work and bring a deep understanding of the companies we work for and the industries we service. ManpowerGroup entered the Middle East in December 2007 after acquiring local company Clarendon Parker, thus bringing 15 years in-depth local knowledge combined with a global footprint and industry shaping expertise and thought leadership. Manpower Middle East supports clients in the Middle East and North Africa regions. Our business is aligned to key skill specializations to ensure our clients requirements are met by expert and knowledgeable consultants that understand your industry and role requirement. Our consultants are experts in finding the right talent across all industries in a broad-range of occupations including: * IT & Telecommunications * Engineering & Construction, Oil & Gas * Banking, Finance & Legal * Sales & Business Development * Marketing, Public Relations & Communications * Human Resources & Training * Customer & Support Services (Secretarial and Administrative) * Operational, Supply Chain & Logistics * Executive Recruitment * Emiratization Solutions * Recruitment Program Outsourcing Solutions * Managed Service Provider Solutions * Talent Based Outsourcing Solutions * Outsourced Staffing Solutions

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