

# United Arab Emirates Jobs Expertini®

## Senior Consulting Account Management

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

Responsibilities:

- Following up on leads and winning new clients.
- Developing and implementing strategic plans to manage and grow accounts.
- Retaining clients and building strong, trusting relationships.
- Understanding client needs and identifying new business opportunities within your portfolio.
- Providing superior customer service and ensuring client satisfaction.
- Communicating and coordinating with internal teams to deliver solutions.
- Identifying opportunities for improvement and proposing new tools and processes.
- Supporting sales teams to improve their performance and reach targets.
- Developing and maintaining excellent knowledge and understanding of our business, offerings, competitors, and industry.

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