

Senior Sales Manager/Managed SMB Sales Jobs in Abu Dhabi | Etisalat

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Company: Etisalat

Location: Abu Dhabi

Category: sales-and-related

1- Senior Sales Manager/Managed SMB Sales

Job: Full Time

Location: Abu Dhabi, UAE

Job Responsibilities:

Builds and manages permanent, proactive customer relationship and ensures customer satisfaction and stickiness as well as profitable account growth by coordinating all customer-related activities and acting as first-point of contact. Builds and manages permanent, trusting customer relationships.

Develops and executes sales strategies for individual SMB customers to achieve given sales, revenue, visits, customer experience, Digital, and VOA targets.

Bears overall responsibility for customer ownership by managing an average of 40 customer base and acts as central point of contact and interface between customer organization and Etisalat.

Visits the assigned customers and maintain the minimum visits criteria per customer per month set by Management. Achieve the target Customer Satisfaction Metrics.

Job Requirements:

Bachelors degree in Marketing/ Business Administration.

8 -10 years (Senior Manager)/ 6 -8 years (Manager) years of experience in in sales/

key account management

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