

SMB Account Manager Jobs in Dubai | TikTok

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Company: TikTok

Location: , Dubai, United Arab Emirates

Category: sales-and-related

1- SMB Account Manager

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Raise the bar – Be results focused, grow revenue, educate and lead strategic conversations with SMB clients and agencies. Identify and create compelling sales propositions utilising internal and external data for clients in specific regions, industries or objectives that can be pitched en masse with minimal customization

Make your own discoveries – Grow a deep understanding of TikTok's products, processes and tools. Demonstrate expertise in all matters relevant to your book of business, including escalation and troubleshooting to resolve client issues.

Assume ownership – Work with small and medium clients to optimize and improve the performance of their TikTok campaigns and identify programmatic ways to do this at scale.

Understand their business objectives and determine the right course of action with a view on helping them grow their business.

Embrace change as an opportunity – You will have a growth mindset: learning if you don't understand, accepting challenges, growing through failure; viewing uncertainty as an opportunity to thrive.

Job Requirements:

Bachelor's degree in business, communications, marketing or another related area of study.

Excellent verbal and written language skills in English and Arabic.

Strong Account management/Customer Success experience.

Managing advertising clients at scale is a Plus

Good experience of the marketing/social media/advertising industry with a strong understanding of the digital advertising ecosystem.

#J-18808-Ljbffr

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