

# United Arab Emirates Jobs Expertini®

## Strategic Account Manager | Atlassian Abu Dhabi

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Company: Atlassian

Location: Abu Dhabi

Category: sales-and-related

### Strategic Account Manager | Atlassian Abu Dhabi

We're a team of 7000+ Atlassians supporting an international group of 250,000+ customers.

We build tools like Jira, Confluence, Bitbucket, and Trello to help teams across the world become more nimble, creative, and aligned.

Are you passionate about working with Enterprise customers and have experience with account management, customer success or SaaS sales? Do you enjoy working hand in hand with cross-functional teams to increase customer engagement, while also being part of a company that's experiencing phenomenal growth? Our mission is to "elevate customer's value realization across Atlassian solutions by partnering throughout the customer journey to optimize revenue retention and growth" With over 260,000 customers worldwide, our Strategic Account Management team owns retention for 800 of our largest Enterprise customers worldwide; representing Atlassian's product portfolio, including Jira Software, Confluence, and Jira Service Management.

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Four or more years of experience in account management, software renewals, customer success, or other relevant business areas

Experience selling Enterprise SaaS products

Ability to establish rapport and build relationships and trust with key customer and internal stakeholders within the region

Proven track record of meeting or exceeding performance goals

Experience managing net new sales cycles

Fluent in German

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