

Telco Account Manager | Rainmaker People Dubai

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Company: Rainmaker People

Location: Dubai

Category: sales-and-related

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Rainmaker People is a fully virtual, technology consultancy, placing people as well as full delivery teams.

Our specialist areas cover digital transformation and technology hires, with a focus on emerging and disruptive technologies such as Blockchain, Web 3.0, Crypto, NFT and the Metaverse.

We can rapidly move with the times and enable our clients to engage the best talent for their teams, without needing to leave their homes. We have multiple solutions and can offer bespoke services by following a customer led configuration approach.

Not only will we help clients find the best IT and digital talent for your business, fast. We can also review your current recruitment model and transform your ways of working, to ensure you can maintain business continuity and establish a framework for continued success when hiring.

Rainmaker People will help you move away from outdated ways of working such as email, spreadsheets, siloed communications and demonstrate how the power of tools such as Slack, G-Suite, Trello, Jira and video, which can rapidly transform how you hire now and in the future.

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You will be responsible for identifying news business opportunities and with the clear target to becoming a trusted advisor / partner to our blue chip Telco client.

You will have responsibility for overall pipeline, forecasting and demand generation, to agreed

personal KPI's and financial targets. Achievement of a mix of strategic, consultative and relationship selling, the successful candidate will be expected to create, nurture and grow relationships within their assigned areas to deliver new business.

You will have an understanding of the client's needs and will look to implement a range of strategies to address both customer propositions and broader competitive environment requirements. The successful candidate will leverage relationships across the client to ensure propositions are presented pro-actively whilst driving incremental business opportunities.

Detail Description:

Minimum of 7-10 years' experience in Telco sector and experiences with Tier 1 telco carriers in Middle East and Africa Market would be a plus.

Fluent in English Speaking, reading and writing

A clear stakeholder engagement approach supported when necessary with a clear communication plan

Strong technical understanding of mobile networks technologies: Wireless Network, CN/IN/IT

Expertise in at least one of them; cross-area expertise an added advantage

Self-reliant and self starting / proactive

Ability to translate technical solutions into business and financial benefits to the customer – what the solution does for the customer rather than what the technology contains etc

Be able to travel globally, particularly among Middle East and African countries

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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