

United Arab Emirates Jobs Expertini®

UAEN Key Account Manager

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Company: Women First Jobs

Location: , , United Arab Emirates

Category: sales-and-related

The Key Account Manager is responsible for managing and maintaining key client accounts maintaining long term relationship with accounts and maximizing sales opportunities with them. The Key Account Manager also brings new business from existing clients and builds a relationship with potential clients. The person in this role is the lead point of contact for all key client matters anticipates the clients needs works within the company to ensure deadlines for the clients are met and helps the client and company to succeed.

Responsibilities: Achieve assigned sales targets with agreed gross margins. Develop business with existing clients and new customers and identify areas of improvement to meet sales targets. Develop a solid and trusting relationship between major key accounts and the company. Acquire a thorough understanding of key customer needs and requirements. Resolve key account issues and complaints and develop a complete understanding of key account needs. Anticipate key account changes and improvements. Manage communication between key accounts and internal teams. Work with the sales team logistics managers marketing and team members from other departments to ensure that all key account needs are met. Plan and present reports on account progress goals and quarterly initiatives to share with team members and stakeholders. Meet all key account needs and deliverables according to proposed timelines. Negotiate contracts with the client and establishing a timeline of performance. Set out quality standards for sales operational areas ensuring high quality customer experience. Submit weekly monthly sales report with remarks of achievement. Use of company CRM and follow Group Sales Process. Educate customers regarding new product features and enhancements.

Job Specific Skills: Ability to meet sales targets and

deliver an excellent customer experience Product and industry knowledge Proven account management experience Ability to build and manage the relationship with customers Good knowledge of English. Arabic is an advantage Excellent communication and interpersonal skills UAE Drivers License is required Knowledge of CRM software and MS Office Strong planning negotiation and analytical skills Qualifications Bachelors Degree preferably in Business Administration or Marketing. Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer. We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Dr.Job is an online platform that connects employers with skilled job seekers, facilitating the search for job opportunities and top talent. Established in 2015. Dr.Job has emerged as the Gulf region's premier job portal, attracting thousands of job seekers every day from different countries like UAE, Saudi Arabia, Bahrain, Kuwait, Oman, and Qatar.

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