

JOB DESCRIPTION : CUSTOMER ACCOUNT EXECUTIVE

Customer Focused | Team Player | Highly Motivated | Ethical

Job Responsibilities:

- Support the Team Lead in sales strategies, targets and sales performance so that profitability, growth and revenue targets are met or exceeded.
- Maintain relationships with customers by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Win new customers based on Team Lead assignments, from building own prospect base through proactive prospecting techniques including cold calling
- Develops personal performance plans that are focused on retaining customers.
- Participates in account planning sessions and account reviews management on top accounts
- Responsible for account management and account 'saves' in assigned accounts
- Carrying out daily promotion tasks through professional detailing and promotion of company's products with the eventual aim to achieve sales revenue
- Possessing and maintaining good product knowledge and be competent to conduct on product presentation.
- Providing regular market and competitive information and timely reporting to Team Lead in format and contents agreed by Company
- Prepare report on a daily / weekly / monthly basis to assist in planning strategies for acquiring potential business and understanding future trends.
- Maintain all data within CRM system
- Participate on behalf of the company in exhibitions or conferences
- Payment Follow up on allocated accounts

Requirements :

- Bachelor Degree or equivalent
- Account Management
- Team Player
- Customer Oriented
- Contributor to Sales Revenue
- Excellent English Language communication and keyboard skills
- Customer Service/Operations Experience in UAE/GCC markets

Location : Dubai Internet City, Dubai United Arab Emirates



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