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Key Account Executive

Description

Responsible for bringing new accounts and managing them. Establish good relations with customers, achieve set targets, coordinates the deliveries, placement of the vending machines for the responsible accounts. Adhere to the contracts and agreements of the machine performances along with overlooking the compliance and taking corrective actions if required. Follows the executions of planograms and pricing standards. Aim to increasing sales volume and market shares in the existing customers, work cross functionally to ensure smooth execution of promotional activities, effectively managing the client relationship and providing insight and recommendations based on the market research data.

Qualifications

Minimum of 3+ years of experience in relevant field and qualified Bachelors Degree. Good negotiation and communication skills. Highly self-motivated with determined to succeed. Previous experience in UAE market is required. Experience with vending machines is mandatory.

Hiring organization

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Employment Type

Full-Time Regular

Job Location

Dubai

Date posted

September 27, 2019

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