



Key Account Manager Based in Dubai Competitive salary

We are working with a rapidly expanding waste recycling company who now have the requirement for a skilled Key Account Manager to oversee the relationships of the company with its most important clients. You will be responsible for obtaining and maintaining long term key customers by comprehending their requirements. The ideal candidate will be apt in building strong relationships with strategic customers. You will be able to identify needs and requirements to promote the company's solutions and achieve mutual satisfaction. The goal is to contribute in sustaining and growing our business to achieve long-term success. You will develop trust relationships with a portfolio of major clients to ensure they do not turn to competition. Acquire a thorough understanding of key customer needs and requirements.

Expand the relationships with existing customers by continuously proposing solutions that meet their objectives. Ensure the correct services are delivered to customers in a timely manner. Serve as the link of communication between key customers and internal teams. Resolve any issues and problems faced by customers and deal with complaints to maintain trust. Play an integral part in generating new sales that will turn into long-lasting relationships. Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics. In order to be considered for this position you will have proven experience as key account manager. Experience in sales and providing solutions based on customer needs. Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organisational levels. Excellent organisational skills. Ability in problem-solving and negotiation. Ideally a BSc/BA in business administration, sales or relevant field along with vast sales experience in the secure destruction/confidential waste sector. English speaker is at requirement and Arabic language would be desirable. For full details please contact Rebecca on 0845 258 7583 or email rebecca@Candovergreen.com **Quoting Job Ref: RB2039**

