

Senior Account Manager/Senior Director

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Company: ZTE

Location: Qatar

Category: other-general

Job Responsibilities: •Accomplish sales quota and other KPIs set by management •Build, establish and maintain customer relationship •Explore, identify and secure project opportunities •Establish, manage the bidding team process to generate high quality bidding document •Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin. •Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability. •Prepares action plans by individuals as well as by team for effective search of sales leads and prospects. •Initiates and coordinates development of action plans to penetrate new markets. •Assists in the development and implementation of marketing plans as needed. •Provides timely feedback to senior management regarding performance. •Achieve other target set by the management Job Requirement: •At least 10 years of sales experience in telecommunication sector•Vendor and / or operator working experience required•Working experience in Qatar preferred•Have customer base preferred•Strong understanding of customer and market dynamics and requirements•Willingness to work in a global team of professionalsBusiness Travel: •Required. Less than 10%.

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