

JOB DESCRIPTION

Job Title	Account Manager Finance & Insurance
Department	Sales
Direct Supervisor	General Sales Manager
1	<p>Job Objective</p> <p>Working closely to agreed company sales plans you will be targeted to achieve high levels of sales, profit, market share and customer satisfaction.</p>
2	<p>Principal Accountabilities</p> <ul style="list-style-type: none"> • You will be required to achieve predefined monthly sales targets in UAE. • Customers are Finance and Insurance companies in the UAE. • An experienced individual who can bring knowledge and sales success to an established and successful team. • A proven sales developer with the ability to drive existing accounts whilst building new relationships in new business. • An ability to identify sales strategies in conjunction with company / marketing plans. • Excellent communication skills that will contribute to the overall awareness of the business and its brands.
3	<p>Responsibilities & Roles</p> <p><u>Internal / External Cooperation</u></p> <ul style="list-style-type: none"> • Demonstrate ability to interact and cooperate with all company employees. • Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity. • Maintain professional internal and external relationships that meet company core values. • Pro actively establish and maintain effective working team relationships with all support departments.
5	<p>Knowledge Skills & Experience</p> <ul style="list-style-type: none"> • Minimum 3-4 years experience in sales in Finance and/or Insurance sector. Experience in the Automotive Industry is preferred, candidates need to have a clear interest in the Automotive Industry if no experience. • Competent in both written and oral in English for all professional and social settings. • Speaking Arabic is preferred. • Analytical, Conceptual ability, and pleasant disposition with strong consultative selling approach & excellent communication skills.

	<ul style="list-style-type: none"> • Strong understanding of customers' needs and provides responsive services to customer issues. • Strong people & networking skills, self starter with drive, creativity & passion. • Ability to implement new market penetration strategies. • Solid foundation in sales fundamentals such as prospecting needs assessment, proposal development, client presentations, and closing.
6	<p>Competencies</p> <ul style="list-style-type: none"> • Ability to handle multiple priorities, stress, detailed work, reasoning, goals. • Must be flexible, analytical and demonstrates excellent communications and interpersonal skills. • Will be interacting with multiple departments and working independently. • Ability to work independently while following directions.