



Job Description: Account Manager - Services

Designation	: Account Manager – Services
Location	: Riyadh, Saudi Arabia
Department	: Services BU
Reporting Manager	: Business Unit Head (Services)- Middle East & Africa

Preferred Qualification

- 5 years Gulf of experience in selling services.
- Must have good understanding on Unified communications & Network/ Security domain services.
- Ability to work under tight deadlines.
- Self-Starter and able to prioritize given responsibilities.
- Excellent communication Interpersonal Skills.
- Must have Positive sales attitude to work within cross cultural team and willing to travel.

Principal Accountabilities

- Understand Care Services requirements from customers and define Services scope, prepare Quotations / proposals and close the Care services deals.
- Working and closing Services Renewals, SLAs, Trainings, Professional / managed services offerings across Unified communications, Infrastructure and security solutions
- Making sure Customers are renewing the services on timely manager and maintain QoQ growth on renewal business.
- Work on Technology refresh, upgrade opportunities.
- Develop key contact and relationship with Partners.
- Reporting to BU Head - Services you will be Interfacing with Partners and Sales team on Promoting & Growing FVC Services.
- Understand and position FVC Professional Services & trainings to partners and customers.
- Support Sales & Services team to create win plans and deal strategies for key sales opportunities.
- Works with Services BU to create FVC services offerings.
- Liaise with marketing to promote the FVC & Vendor led services.
- It's a HUNTER role in selling FVC Services and Candidate must have handled individual quota / target-based role.

If you are interested send your resume to careers@fvc.com