

Saudi Arabia Jobs Expertini®

Senior Account Manager - Hospitality (Riyadh, KSA)

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Company: Honeywell

Location: Riyadh

Category: business-and-financial-operations

Responsibilities

Direct responsibility to drive sales of BMS Solutions in the Hospitality Vertical business in Saudi Arabia (BMS, GRMS, LC, WD, KNX and GFDs).

Responsible for AOP planning and achievement of the annual revenue.

Working closely with Sr. Manager in developing Channel partners for Hospitality as well as working across other SBUs within Honeywell to grow the business.

Conduct Monthly MOS with partners in assigned territory and ensure NEX opportunities are in line with AOP.

Work closely with Sr. Manager / Solution Architect and support the team in specifying Honeywell Hospitality systems across all Mega / Giga Hospitality projects through ELV Consultants / ID's / End-Users.

Drive demand generation activities in the Hospitality vertical for BMS brands together with the team.

Develop relationships with clients, consultants, developers, hotel operators, ID's, contractors, and system integrators.

Influence the design in favor of Honeywell BMS brands, ensure sample boards and mockups are delivered as per customer expectations.

Support Channel Partner Sales team in closing the projects with contractors.

Map and manage the multi facility key accounts of consultants, clients, and developers.

Liaise with the technical team from time to time to ensure smooth project / account management.

Lead the Project Bidding Team including monitoring system integrator ensuring that timely, compelling offers are provided for project Opportunities.

We Value:

Bachelor of Electrical/Electronics/Controls Engineering.

7+ years' experience with Hospitality verticals, BMS, GRMS, Lighting controls, HVAC controls knowledge.

Good acquaintance with hospitality accounts and buying behaviors is preferable.

KSA work experience is preferable.

Excellent English language and communication skills, Arabic will be an added advantage.

We Offer:

The opportunity to work on the world's most exciting projects, transforming the cities we live in, the buildings where we work, and the vehicles that move us.

Group medical insurance plan life.

Paid annual leave and time off work.

A culture that fosters inclusion, diversity and innovation.

Market specific training and on-going personal development.

If this is your dream role, then we'd love to hear from you.

We are an equal opportunity employer and value diversity at our company. We do not

discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform crucial job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.

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