

Saudi Arabia Jobs Expertini®

Senior Account Manager - Hospitality (Riyadh, KSA)

[Apply Now](#)

Company: Honeywell

Location: Riyadh

Category: business-and-financial-operations

Join a team recognized for leadership, innovation and diversity

The Future Is What We Make It.

When you join Honeywell, you become a member of our Global team of thinkers, innovators, dreamers and doers who make the things that make the future.

By changing the way we fly, fueling jets in an eco-friendly way, keeping buildings smart and safe and even making it possible to breathe on Mars.

Make the Best You.

Working at Honeywell is not just about developing cool things. All our employees enjoy access to dynamic career opportunities across different fields and industries.

Join us and Make an Impact.

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.

[Apply Now](#)

Cross References and Citations:

1. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Muscatjobs](#) [Jobs Riyadh Muscatjobs](#) ↗
2. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Chefjobsnearme](#) [Jobs Riyadh Chefjobsnearme](#) ↗
3. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Carejobs](#) [Jobs Riyadh Carejobs](#) ↗
4. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Propertyjobs](#) [Jobs Riyadh Propertyjobs](#) ↗
5. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Fitnessjobs](#) [Jobs Riyadh Fitnessjobs](#) ↗
6. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Mumbaijobs](#) [Jobs Riyadh Mumbaijobs](#) ↗
7. **Senior Account Manager - Hospitality (Riyadh, KSA)** [Firefighterjobsnearme](#) [Jobs](#)

Riyadh Firefighterjobsnearme ↗

8. Senior Account Manager - Hospitality (Riyadh, KSA) Agriculturejobs Jobs Riyadh Agriculturejobs ↗

9. Senior Account Manager - Hospitality (Riyadh, KSA) Newzealandjobs Jobs Riyadh Newzealandjobs ↗

10. Senior Account Manager - Hospitality (Riyadh, KSA)Istanbuljobs Jobs Riyadh Istanbuljobs ↗

11. Senior Account Manager - Hospitality (Riyadh, KSA)Searchamericanjobs Jobs Riyadh Searchamericanjobs ↗

12. Senior Account Manager - Hospitality (Riyadh, KSA)Videographerjobs Jobs Riyadh Videographerjobs ↗

13. Senior Account Manager - Hospitality (Riyadh, KSA)Jobsqatar Jobs Riyadh Jobsqatar ↗

14. Senior Account Manager - Hospitality (Riyadh, KSA)Birminghamjobs Jobs Riyadh Birminghamjobs ↗

15. Senior Account Manager - Hospitality (Riyadh, KSA)Searchamericanjobs Jobs Riyadh Searchamericanjobs ↗

16. Senior Account Manager - Hospitality (Riyadh, KSA)Tunisiajobs Jobs Riyadh Tunisiajobs ↗

17. Senior Account Manager - Hospitality (Riyadh, KSA)PerujobsJobs Riyadh Perujobs↗

18. Senior Account Manager - Hospitality (Riyadh, KSA)FilmjobsJobs Riyadh Filmjobs↗

19. Senior account manager - hospitality (riyadh, ksa) Jobs Riyadh ↗

20. AMP Version of Senior account manager - hospitality (riyadh, ksa) ↗

21. Senior account manager - hospitality (riyadh, ksa) Riyadh Jobs ↗

22. Senior account manager - hospitality (riyadh, ksa) JobsRiyadh ↗

23. Senior account manager - hospitality (riyadh, ksa) Job Search ↗

24. Senior account manager - hospitality (riyadh, ksa) Search ↗

25. Senior account manager - hospitality (riyadh, ksa) Find Jobs ↗

