

## Join DICOTA - A Thriving and Inspiring Journey!

Are you ready to embark on an exciting journey with DICOTA, a renowned market leader in notebook cases and mobile accessories for over 30 years? We are expanding internationally and looking for a highly motivated and result oriented.

### **B2B ACCOUNT MANAGER – UAE 100% (m/f/d)**

to join our team from 1.10.23

#### **Why DICOTA?**

- Dynamic Environment: Your skills & personality make all the difference
- Autonomy: Thrive in flat hierarchies, make a real impact
- Passionate Culture: 30 years young with a start-up flair
- Recognition: Your commitment & performance are highly valued
- Premium brand: Succeed with premium products & services
- Sustainability: It's at the heart of everything we do

#### **Your new role**

- Identifying opportunities of assigned accounts
- Developing new accounts
- Driving the commercial aspects for all relevant products and categories in the market segment
- Responsible for hunting top corporate & public sector accounts
- Reporting to the UAE Country Head

#### **Your profile**

- Ability to manage and strategise sales plans and to achieve monthly and quarterly targets
- At least 2 years of experience in selling IT/consumer accessories to B2B/enterprise customers
- Preferred Education: Bachelor degree and above in Sales/Business Development/Marketing

#### **Salary**

- As per the industry standards & experience

Are you someone who seeks to make a difference and have fun while working, we would love to hear from you! For more information, feel free to reach out to our Sales Manager, Rony Joseph.

Please send your application documents with salary requirements to [rony.joseph@dct.group](mailto:rony.joseph@dct.group).

