

# United Arab Emirates Jobs Expertini®

## Account Executive - Enterprise

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Company: Zoom

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### What you can expect

As an Account Executive, you will build and maintain relationships with mid-market level clients. You will work with customers across the Middle East & Africa, that have a workforce of 500+ through to large Enterprise.

You will be selling communication & collaboration products across our AI powered platform. This includes video meetings, phone, chat, whiteboard, customer experience, employee experience and more.

### About the Team

The Zoom sales team is a dynamic force driving the company's success. With a focus on delivering cutting-edge communication solutions for clients across all sectors, the team passionately engages with clients worldwide. Through strategic partnerships and a customer-centric approach, they play a pivotal role in expanding Zoom's global presence and ensuring businesses harness the full potential of virtual collaboration.

### What we're looking for

5 years or more direct sales experience in a SaaS/Cloud environment

Experience of selling to the MEA market at the Mid Market & Enterprise level

Experience prospecting net new logos, developing and maintaining business within existing accounts and managing complex sales & large projects

Have acquisition experience, with the ability to identify prospects using tools like Navigator, ZoomInfo, ASX, etc

Possess excellent presentation skills with the ability to craft relevant and strategic messaging

Be proficient in business forecasting, pipeline development, and management

Be able to develop and maintain relationships with high-level clients.

### **Ways of Working**

Our structured hybrid approach is centered around our offices and remote work environments. The work style of each role, Hybrid, Remote, or In-Person is indicated in the job description/posting.

### **Benefits**

As part of our award-winning workplace culture and commitment to delivering happiness, our benefits program offers a variety of perks, benefits, and options to help employees maintain their physical, mental, emotional, and financial health support work-life balance and contribute to their community in meaningful ways. [Click for more information.](#)

### **About Us**

Zoomies help people stay connected so they can get more done together. We set out to build the best collaboration platform for the enterprise, and today help people communicate better with products like Zoom Contact Center, Zoom Phone, Zoom Events, Zoom Apps, Zoom Rooms, and Zoom Webinars.

We're problem-solvers, working at a fast pace to design solutions with our customers and users in mind. Here, you'll work across teams to deliver impactful projects that are changing the way people communicate and enjoy opportunities to advance your career in a diverse, inclusive environment.

### **Our Commitment**

We believe that the unique contributions of all Zoomies is the driver of our success. To make sure that our products and culture continue to incorporate everyone's perspectives and experience we never discriminate on the basis of race, religion, national origin, gender identity or expression, sexual orientation, age, or marital, veteran, or disability status. Zoom is proud to be an equal opportunity workplace and is an affirmative action employer. All your

information will be kept confidential according to EEO guidelines.

We welcome people of different backgrounds, experiences, abilities and perspectives including qualified applicants with arrest and conviction records and any qualified applicants requiring reasonable accommodations in accordance with the law. If you need any assistance or accommodations due to a medical condition, or if you need assistance accessing our website or completing the application process, please let us know by emailing us at .

#LI-Remote

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