

United Arab Emirates Jobs Expertini®

Account Executive, MENA (Pakistan market, Urdu speaker)

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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 & Enterprise level clients across MENA with a focus on Pakistan. You will work with customers across the region, that have a workforce of 500+ through to large Enterprise. For this role, we need an Urdu & English speaker (Native/business level).

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

Account Executive experience, selling technology / SaaS to the Pakistan market

Experience of hunting net new logos, outbound excellence

Urdu speaker - Native/business level

Demonstrate resilience in achieving outcome with a growth mindset

Experience with Customer Relationship Management (CRM) tools and other sales applications (Outreach and Zoominfo)

Have collaboration and relationship-building capability with excellent communication skills

Be able to business forecast, pipeline development and possess management skills

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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