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Account Executive – MENAT Job In Dubai UAE 2023 | ByteDance

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Company: ByteDance

Location: dubai

Category: other-general

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Description:

At ByteDance, our people are humble, intelligent, compassionate and creative. We create to inspire – for you, for us, and for millions of users across all of our products. We lead with curiosity and aim for the highest, never shying away from taking calculated risks and embracing ambiguity as it comes. Here, the opportunities are limitless for those who dare to pursue bold ideas that exist just beyond the boundary of possibility. Join us and make impact happen with a career at ByteDance.

Responsibilities: Have strong relationships in the MENAT region across Enterprise and SMB companies in eCommerce, Media & Entertainment and Gaming etc.

Comfortable working in a high-pressure environment to deliver results

Demonstrable experience of building and managing executive level relationships both internally and externally

Extensive sales experience and a track record of personally selling and closing complex solutions to enterprises and software companies

You'll have experience selling to both a business and technical audience

Strong commercial acumen and creative deal structuring

Superb negotiation skills and experience in managing sales cycles

Managing the entire sales process from prospecting to closing deals
Requirements: 5+ years of progressively increased responsibility in B2B sales within the SaaS, PaaS or IaaS

space

Track record of personal selling and closing complex technical solutions to enterprises and software companies in excess of USD 100K

Great at building relationships, trust and mutual respect with customers

A keenly developed competitive nature, mature personality, great team player and constant learner with a technical aptitude to master our products

Consistent quarter over quarter track-record of revenue attainment

Excellent communication skills, incredible writing skills, and the ability to capture an audience during a presentation#J-18808-Ljbffr

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