

# United Arab Emirates Jobs Expertini®

**Account Executive - Real Estate, Engineering & Construction - Middle East**

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Company: Salesforce, Inc.

Location: dubai

Category: other-general

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established presence in Dubai which acts as the HQ for the region, with an office in Dubai Internet City and Cloud services located in Abu Dhabi, the commitment to our customers has been matched by the investments from the company, which enables a very strong growth trajectory. The position that has become available is for our very important Real Estate and Construction clients, in both the UAE and Saudi Arabia. The Real Estate Business unit within Salesforce Middle East is a very long established and successful part of the business, with many of the most important companies in this sector relying on Salesforce to provide the most exceptional Customer Service for its clients. The successful candidate will work in our Commercial team with both named accounts and some prospects. This is an exciting time to be part of the Salesforce ecosystem, with its five core values: Trust, Customer Success, Innovation, Equality and Sustainability, Salesforce aims to be a force for good too. By making technology more accessible, we're helping create a future with greater opportunity and equality for all. This has taken our company to great heights, including being named one of the FORTUNE 100 Best Companies to Work For 2023 — 15 years in a row. We believe everyone can be a Trailblazer. Join Salesforce and discover a future of new opportunities.

**About Role** To work in our Commercial Business Sales team focussed on our prospective Real Estate and Construction Industry customers across the UAE and Saudi Arabia. This account patch is a mix of existing customers and greenfield 'new logo' prospects. The existing accounts would include companies in the Real Estate sector, Construction and Engineering within the region. The selected Account Executive would take responsibility for driving the accelerated growth in these prospect accounts and leadership through working in close collaboration with other Solution Sales teams. Increase revenue spend across a set of new and existing customers while building the Salesforce presence in the local market. This role would be ideal for someone who has experience in the Real Estate sector, with a proven track record of software sales over the last 8 years, a strong sense of ambition and keen to develop into an Enterprise Account selling role in the time ahead.

**About Team** This role sits in our General Business Sales unit which is in between the Medium Market and Enterprise Sales teams. The role would be known as a Core Role as the selected candidate would own the Vision, Strategy and Stakeholder Management in each account, primarily responsible for Salesforce Core products, such as Sales CRM but also working with Sales Account Executives responsible for other Salesforce Cloud Solutions to ultimately drive towards one growth target.

**Preferred Qualifications** University Graduate caliber. At least 8 years of successful, referenceable Sales

Experience, preferably in Software Sales Knowledge and contacts within the Real Estate and Construction industry in the UAE and Saudi Arabia would be highly advantageous Currently resides in the UAE or can relocate within 3 months of contract start date Has a local driving licence fluent in English at a Business level Has no restrictions to travel internationally Sees this role as a stepping stone into the Enterprise Sales team, is willing to learn, be coached and develop along a defined career path to achieve this goal. This is primarily a New Business Role rather than one of managing existing accounts. The preferred candidate will have a proven track record in creating sales through excellent business development skills, territory planning, pipeline generation and the closing of significant Cloud software opportunities. Key Responsibilities Drive sales in assigned territory for new market Introduce Salesforce offerings to new customers within assigned territory Communicate Salesforce value proposition to close sales May be responsible for additional responsibilities due to resource constraints Our investment in you World class enablement and on-demand training - check out Trailhead.com for a sneak peek! Four week on boarding course including offsite, in person training in Dublin, Ireland Fast Ramp mentorship program Bi- Weekly 1:1 coaching with your leadership Clear path to promotion, applicable after 2 years, with accelerated leadership development programs Exposure to executive thought leaders with a passion for living our values Volunteer Opportunities: Have you heard of our 1:1:1 model, focused on giving back to the community? The successes in giving back have helped us and our Trailblazer community become a leader in philanthropy, culture, and innovation. We are one of the World's Most Innovative Companies, according to Forbes, we are #1 in PEOPLE's Top 50 Companies that Care, and are on Fortune's Change the World list. Values create value. We have a public-facing website that explains our various benefits for: Health Benefits Financial Benefits and perks Time off & leave policies Parental benefits Perks and discounts Visit <https://www.getsalesforcebenefits.com/en> for the full breakdown! Accommodations If you require assistance due to a disability applying for open positions please submit a request via this Accommodations Request Form. Posting Statement At Salesforce we believe that the business of business is to improve the state of our world. Each of us has a responsibility to drive Equality in our communities and workplaces. We are committed to creating a workforce that reflects society through inclusive programs and initiatives such as equal pay, employee resource groups, inclusive benefits, and more. Learn more about Equality at [www.equality.com](http://www.equality.com) and explore our company benefits at [www.salesforcebenefits.com](http://www.salesforcebenefits.com). Salesforce is an Equal Employment

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