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Alibaba Cloud Intelligence-Ecosystem Business Development Expert-Dubai | Alibaba Cloud Dubai

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Company: Alibaba Cloud

Location: dubai

Category: other-general

Alibaba Cloud Intelligence-Ecosystem Business Development Expert-Dubai | Alibaba Cloud Dubai

Established in September 2009, Alibaba Cloud develops highly scalable cloud computing and data management services providing large and small businesses, financial institutions, governments and other organizations with flexible, cost-effective solutions to meet their networking and information needs. A business of Alibaba Group, one of the world's largest e-commerce companies, Alibaba Cloud operates the network that powers Alibaba Group's extensive online and mobile commerce ecosystem and sells a comprehensive suite of cloud computing services to support sellers and other third-party entities participating in this ecosystem.

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1. Carry out annual GAAP revenue target to sell Alibaba Cloud global solutions through all ecosystem partners (Channel, MSP, ISV)
2. Create and execute ecosystem strategy to Develop build, protect and grow partner
3. Develop channel partnership to leverage business communities to sell Alibaba Cloud global solutions
4. Build strong sales pipelines, help enhance customer onboarding and partner enablement programs
5. Provide trainings and workshops to partners to enhance brand awareness and improve

collaborations

6. Be a team player to cooperate with the KA team hit its overall industry KA and build solid ecosystem by co-selling, territory strategy execution, co-solution.

7. Work with HQ back office functional lines to collaborate and contribute to overall product, solution and operation enhancements.

Job Requirements

Excellent interpersonal communication skills; presentation, and written communication skills
More than 5 years of Channel or sales experience in related field targeting IT and technology sectors, with trackable sales records

Strong nationwide or regional business communities engagement experience is a plus

Experience with partnership, alliance program and channel platform is preference

Comfortable working in a global company with culture diversity and fast paced growth

Ability to direct collaborative efforts of resources within a large organization, including internal resources, external resources and other constituent groups as appropriate

Ability to manage change, resolve conflicts and ensure collaboration within teams and/or units; maintaining the highest standards of ethical conduct and integrity

Exceptional organizational skills with the ability to manage several projects simultaneously with a sense of urgency

Ability to work in a fast-paced environment

Obtaining Alibaba Cloud or other public Cloud vendors' certificate is a plus

Native in Fluent in English, Chinese & Arabic is a big plus

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com/#J-18808-Ljbffr

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