

United Arab Emirates Jobs Expertini®

Arabic IT Sales Manager

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Company: Doroob

Location: united arab emirates

Category: other-general

Full time | DOROOB HR CONSULTING | United Arab Emirates Posted On 26/03/2023

Job Description One of the international technology companies, headquartered in India and having offices Dubai, USA and across the Middle East. Looking to Hire Jordanian, Egyptian, Lebanese / Arab nationality who are already in UAE Work Location: Dubai P osition : IT sales Manager - Candidate Current Location – Only UAE with the below JD Job Description New business development – developing a pipeline within UAE (United Arab Emirates) and GCCConsultative selling – Full sales cycle from cold calls to sales closure including definition of needs and competitive product positioning for a detailed demo by delivery team, Account management – during delivery of the solution, receivable follow-up and collection. Client communication – Comfort in creating or modifying standard introductory Emails, power points, and proposals and map CXOs in the account. Meet quarterly target revenues. Selling experience of Enterprise solutions, ERP, CRM, BPM to Conglomerates, Government, SMEs. Self learner and hunter for leads and opportunities.Understanding of typical business processes and challenges in a trading, manufacturing or services organization and managing the sales cycle from the gate-keeper to the CEO. Experience in handling Upper Mid Tier Enterprise accounts and mapping multiple players with Clear understanding of Low code, BPM and IBM concepts and capability to translate a business need to an opportunity including broad understanding of implementation process and deployment options. Must have driving license with own car. Should be fluent in English. Must be presentable with good communication skills. Language – Arabic and English Software sales experience Mandatory- 10+ years

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