

United Arab Emirates Jobs Expertini®

Assistant Vice President - Growth(Sales and Account Management)

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Company: Datahash

Location: , , United Arab Emirates

Category: other-general

Assistant Vice President - Growth(Sales and Account Management) Job Description:As the Assistant Vice President (AVP) of Sales and Account Management at Datahash, you will report directly to the Chief Growth Officer and lead the Sales and Account Management team in driving revenue growth through converting leads acquired through partnerships, marketing, and business development efforts. Your primary responsibility will be to nurture enterprise and mid-market clients from the qualified lead stage to converting them into paying customers. Additionally, you will oversee the account management process, maintaining communication with existing customers, identifying upsell opportunities, and driving additional revenue. Roles and Responsibilities: 1. Sales Strategy and Leadership: Develop and execute sales strategies to drive revenue growth and achieve targets. Lead and mentor the Sales and Account Management team, providing guidance and support to help them succeed. 2. Customer Acquisition: Manage the end-to-end sales process, from lead qualification to contract negotiation and closure. For multi-region / strategic customers, discover prospect requirements, align them with Datahash product and service solutions, define commercials, and facilitate negotiations and paperwork. 3. Account Management: Maintain a line of communication with existing customers to collect feedback about our sales process, pricing and overall satisfaction. Identify opportunities from existing customers to create new products / services that could fulfill unmet demands or replacing competition. 4. Cross-Functional Collaboration: Collaborate with cross-functional teams within Growth to ensure smooth transitions of leads to Sales. Provide detailed requirements and deal parameters to Delivery to ensure delightful execution for customers. 5. Analytics and Reporting:

Monitor and analyze sales performance to track key performance indicators and identify areas for improvement. Generate reports and presentations to communicate insights and recommendations to key stakeholders. Success Criteria: Achievement of revenue targets outlined in the sales strategy. RHI Successful conversion of leads into paying customers through effective sales processes. Identification and capture of upsell opportunities to drive additional revenue from existing customers. Requirements Should have 10+ years of working experience. Proven track record of success in sales leadership roles, preferably in the technology or SaaS industry. Experience in enterprise and mid-market sales, with a focus on solution selling and consultative sales approaches. Strong leadership skills with experience in managing and developing high-performing teams. Excellent communication and interpersonal skills, with the ability to build relationships and negotiate effectively. Analytical mindset with the ability to interpret data and derive actionable insights.

1. Work From Anywhere: Your office can be anywhere you like. Seriously, anywhere
2. Your Hours, Your Call: Work early bird hours or burn the midnight oil. It's all good.
3. Get in on the Action: ESOP? Yeah, you get a piece of the pie too
4. Health is Wealth: We've got you and your family covered, health-wise.
5. Cool Vibes Only: Our work culture is as awesome as your favorite hangout spot.
6. Epic Offsite: Once a year, we go all out. Think fun, sun, and maybe a cocktail or two.
7. Coworking Access: Need a change from your home office? We've got spots.

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