

# United Arab Emirates Jobs Expertini®

## Autodesk Business Manager

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Company: Ghobash Group

Location: , , United Arab Emirates

Category: other-general

CNS is a technology company that powers the future by providing digital solutions essential to support all enterprise and human development. While growing and managing a robust pool of supplier-partners for the benefit of our clients has always been a priority, we are constantly re-inventing ourselves. Founded in 1987 with more than 30 years of experience, CNS employs over 320 employees including more than 250 certified engineers. We offer in-depth expertise and a range of best-in-class products that support the digital transformation of all major industries. With offices in three countries, we have an extensive reach into, and regional knowledge of the Middle East markets. A shift into leveraging our many years of experience to develop pioneering software in-house will add yet another dimension to our highly innovative solutions-portfolio.

**Job Description** We are seeking a talented and experienced Autodesk Business Manager to join our dynamic team. The ideal candidate will have a strong background in sales and business development, with a deep understanding of Autodesk products and services.

**Job responsibilities include:**

- Responsible for Autodesk Business in KSA.
- Preparing business budgets and targets for Autodesk Business.
- Device plans and methods to achieve the set targets
- Drive the sales team and do a performance review
- Support the sales team in major accounts
- Engage with major customers and drive customer success
- Manage Marketing activities as per Autodesk guidelines
- Manage the Autodesk vendor relationship
- Capture market share and grow Autodesk business in KSA
- Understand market dynamics and align accordingly
- Submit Autodesk Sales funnel weekly and ensure new logos are added

**Qualifications** Should have a minimum of 5 years experience in a similar role with Autodesk Reseller or distributor Bachelor's degree in

ITFamiliar with Autodesk products and servicesShould be well versed in Autodesk product pricing and discounts

#J-18808-Ljbffr

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