

## Boomi Senior Business Development Jobs in Dubai | DELL Careers

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Company: DELL

Location: dubai

Category: other-general

### Boomi Senior Business Development Jobs in Dubai | DELL Careers

1- Boomi Senior Business Development

Job: Full Time

Location: Dubai, UAE

**Job Responsibilities:**Focusing on the META region, the objective is to have key input into building out a comprehensive & repeatable inbound/outbound sales motion to generate new leads; from initial touchpoint to sales qualified lead conversion

Create, plan & execute outbound sales campaigns; focused on lead generation & qualification to drive new business in our Enterprise and Commercial segments

Using the Sandler Sales methodology via intensive phone/email activities, you will be creating your own conversations with our target personas about their integration needs and challenges, introduce them to Boomi and position the value of our solution

Act as a Team Lead/mentor to the other team members/Assist the IS Manager where needed

**Job Requirements:**Ability to articulate the value proposition of our product/service offerings

Potential to use multiple sales tools simultaneously to complete sales transactions

Ability to establish relationships with customers and partners

Fluency in English language#J-18808-Ljbfrr

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