

United Arab Emirates Jobs Expertini®

Business Development Executive

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Company: MAGNiTT, Inc.

Location: united arab emirates

Category: other-general

Our Sales team is passionate about acquiring, building, and nurturing long-term partnerships. Divided into two fronts, our Business Development team proactively identifies and reach out to potential clients with the goal to sell our SaaS platform, while our Account Management team is responsible for onboarding the new clients to our platform, supporting them throughout their journey with MAGNiTT and assure they use the full potential of our solutions. Remote working policies. Leave increment based on tenure. Learning platforms. Job Description. Enterprise Subscriptions are the focus of our Business and Enterprise customizable offerings. This solution is tailored for high-value clients including leading regional Government Entities, Large Corporates, Tech Giants along with many of the regions' Venture Capital and International Counterparts. We are looking for a driven, knowledgeable, and charismatic Business Development Executive who will be responsible for driving our platform Enterprise Subscriptions with a focus on new clients. The ideal candidate will have a consultative approach to business development and can identify the challenges of clients and provide them with solutions based on our MAGNiTT proposition. Are you someone who is driven by targets and passionate about creating relationships? Are you a tenacious, outgoing, and great communicator? If so, we should discuss how you might contribute as a Business Development Executive at MAGNiTT. A good candidate will look to do the following:

- Prospect and bring in new client leads to generate revenue from Enterprise subscription sales;
- Identify prospect's pain points based on their business type, needs, and requirements to provide the correct solution through our enterprise subscription, data, and research proposition;
- Take the lead, under the supervision

of the Department Manager, in the development of proposals and presentations for new business materials;• Coordinate with the Product team to be aware of product developments and how they can help our target clients;• Demonstrate knowledge of our solutions including key features providing demo sessions of the platform to the client and their team;• Attend conferences, meetings, and industry events to build a network in the ecosystem and generate leads;• Operate in CRM (Hubspot) workflows, daily tracking, standard automation, and manage contacts, leads, and clients to improve department efficiency;• Track performance and report success metrics in KPI meetings highlighting successful results and insights from client meetings while looking to exceed quarterly and annual revenue objectives;• Educate yourself on the latest trends from the Emerging Venture Markets (Middle East, Africa, Pakistan, and Turkey) to share with clients at events, conferences, and online calls.

Job Requirements Required Skills and Qualifications:

- Minimum 3+ years of experience in Sales or Business Development and at least 1 year of selling experience in Enterprise SaaS products;
- Proven experience of consistently meeting and or exceeding sales targets;
- Understanding the expectations of BD & Sales within a Startup is preferable;
- Skillful presenter with a professional demeanor who can show strong interpersonal, verbal, and written communication;
- Fluent in English. Arabic is a plus;
- Excellent time management, project management, and upward reporting skills;
- Experience with creating pricing proposals, negotiating terms, and managing the contract process;
- Strong experience using Hubspot.

Good to have/be:

- Prior experience with organizations that have been part of the Startup & Technology ecosystem (Venture Capital, Startup, Corporate Innovation, Government Hubs and Accelerators etc) is highly advantageous;
- Have a love of and great understanding of the startup and venture capital space;
- Enjoy networking and talking with new people every day;
- Customer-first mentality: do whatever it takes to ensure sales leads & customers love our company;
- High EQ: you're notoriously great with people.

A 30-minute video call with the hiring manager, where you can describe your background and highlight your strengths. This is a great opportunity to ask about the specifics of the position.

Technical AssignmentIn this stage you'll be given an assignment to work on, to present and discuss it with the hiring manager. Each assignment has been specifically designed for the respective position, and aims to assess your technical skills and thinking process.

Culture InterviewOur culture is a big part of MAGNiTT. With this in mind, our final stage interview is conducted by our employees. You will meet 3 of our team members, who will assess if you're a good fit for what we're building at MAGNiTT. It's also a

great opportunity to ask our employees about how they feel working here.

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