

United Arab Emirates Jobs Expertini®

Business Development Manager

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Company: Site Technology

Location: Abu Dhabi

Category: healthcare-practitioners-and-technical

Key Responsibilities:

Use existing C-Level industry contacts, experience, and market knowledge to develop new Enterprise accounts preferably in verticals like Govt & Public Sector.

Establish, maintain and manage the overall customer relationship.

Develop sales strategies and plans to achieve the assigned Topline & Bottom-line quota.

Understand customer requirements, business strategies, value drivers, and business operations.

Identify and qualify opportunities and close deals as per forecast.

Manage multiple deals simultaneously and rightly prioritize business opportunities.

Develop and maintain an up-to-date sales pipeline and achieve assigned revenue targets and goals.

Secure payments and collections from customers on time as per the contract/PO terms.

Work experience required

10-15 years of experience in selling IT infrastructure, Software, Networking, Information Security, Unified Communications & Collaboration, and Services to enterprise customers in the AD

market

Skills and core competencies required

IT sales experience in ABU DHABI market is a must.

Good presentation and communication skills - verbal and written – English.

Self-driven and target oriented.

Strong consultative selling skills.

Should be able to act as a trusted advisor to the customers.

Ability to negotiate / influence

Ability to quickly learn and apply in the field

Motivated to hunt for new opportunities and expand client relationships

Thorough understanding of all the aspects of IT infrastructure – Servers, Storage, Networking, Backup and recovery, and Business continuity solutions.

Ability to understand customer pain points and requirements and to articulate the business value of the Company's products/solutions/services.

Proficiency in Arabic is an added advantage.

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