

Business Development Manager, Cisco Security - Logicom Distribution - Dubai, UAE - 3-5 years ex[...]

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Company: AIAIamein International University

Location: dubai

Category: other-general

Job Description

Job Overview

The Cisco Security Business Development Manager is responsible to drive the business development and sales of Cisco Security Solutions through the ecosystem of Channel Partners.

The successful candidate will be engaged in the preparation and delivery of Partner trainings, events and workshops and the delivery of Cisco Security demos, while having the overall responsibility to drive incremental Security revenue and market share for the company.

Duties & Responsibilities

Developing the Channel landscape by enabling Channel Partners on Cisco Security and helping them to get any required Cisco Security Certifications and/or Specialization.

Supporting and assisting partners in solution design and responding in the techno-commercial requirements of RFPs while extending all support required for their Presales & Sales activities.

Delivering presentations and demos related to Cisco Security products during exhibitions and other events.

Working closely with Partners to develop their Cisco Security practice and drive activities related to Cisco Security solutions based on a mutually agreed plan.

Owning the Security sales target of the team and driving Security sales by managing proactively the sales pipeline.

Ensuring Logicom's internal Teams are aware of the latest Cisco Security solutions, programs and promotions.

Skills & Qualifications

University degree in Computer Engineering, Computer Science or equivalent.

Minimum 3-5 years of related experience in Cisco Security - Presales or Cisco Security consulting experience.

Good understanding of technology sales & preferably experience in Channel Sales.

CCNP Security Certification is preferable, any other industry specific Certification will be considered as an advantage.

Experience in resolving more complex technical issues and integration of multiple products to create solutions.

Previous experience in relevant Cisco or competitive solutions will be considered an advantage.

Remuneration

An attractive remuneration package will be offered to the successful candidate according to qualifications and experience.

Equal Employment Opportunity

Logicom is committed to provide equal employment opportunities for all regardless of their race, colour, sex/gender, religion, age, marital status, cultural background, disability, nationality and political opinion. Employees are hired solely based on a specific vacancy's requirements, taking into consideration the qualifications, previous experience and potential of each individual candidate.

We reserve the right to remove the announcement from circulation at any point in time when a satisfactory number of applications has been received.

Only applicants whose previous experience and qualifications closely match the requirements of the position will be contacted.

Job Requirements

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