

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

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Company: Logicom Public Ltd

Location: dubai

Category: other-general

Business Development Manager, Cisco Security - Logicom Distribution - Dubai, UAE
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. 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. Country: United Arab Emirates Company: Logicom Distribution Seniority: 3-5 years experience Date: 08/03/2024 Apply First Name * Last Name * Email * CV/Resume * By pressing the Personal Data Protection Consent button below you are providing to Logicom your express consent to the effect that your personal data will be processed by Logicom exclusively for the purposes of this recruitment exercise. Your personal data will be retained by Logicom for the period of six (6) calendar months after the submission of your CV. The Logicom Data Protection Officer (hereinafter mentioned as 'the DPO') is Mr. Georgios Georgiou and his contact details are as follows: e-mail address dataprotection@logicom.net, contact telephone number +357 22551000, contact fax number +357 22514294, and postal address 26 Stasinou Avenue, 2003 Strovolos Cyprus. You may contact, in Greek or English, with the Logicom DPO during the working hours 08:00 until 17:30 from Monday to Friday. You have the right to withdraw your consent at any point in time including the period of six (6) calendar months after the submission of your CV. The withdrawal of your consent shall not affect the lawfulness of your personal data processing based on your consent before its withdrawal. You have the rights to have your personal data inspected, rectified and deleted – erased, at any point in time including the period of six (6) calendar months after the submission of your CV. To that effect you can exercise any of your above – mentioned rights, including that of the withdrawal of your consent, by communicating in writing, in Greek or English, with the Logicom DPO by means of e-mail communication or fax communication using his above – mentioned contact details. Please see Logicom's Data Privacy Policy for details on how our company uses your personal data.

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