

United Arab Emirates Jobs Expertini®

Cae Sales Executive – United Arab Emirates

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Company: Fluid Codes

Location: , , United Arab Emirates

Category: sales-and-related

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Type: Full Time
Ansys is the global leader in engineering simulation, helping the world's most innovative companies deliver radically better products to their customers. By offering the best and broadest portfolio of engineering simulation software, Ansys helps companies solve the most complex design challenges and engineer products limited only by imagination.
SUMMARY
The Sales Executive will increase new and existing business by adapting ANSYS engineering simulation products and solutions into customers' engineering environments and product development processes, ultimately helping customers develop new products and improve existing products and processes. The Sales Executive will be responsible for driving sales from initial contact to close within an assigned geographical territory, and/or specified accounts.
RESPONSIBILITIES
– Accountable to deliver quarterly and annual sales targets as well as intermediate sales forecasts
– Develop and manage pipeline and advance sales opportunities through the sales process to close
– Perform online or face-to-face product sales presentations on ANSYS engineering simulation software solutions, provide quotations, negotiate deals, obtain purchase orders and contracts
– Conduct company/market/industry research, identify key stakeholders, understand decision processes and establish decision criteria within target companies
– Share relevant case studies and solution ROI metrics, and persuade key stakeholders to change/transform engineering design processes by implementing a recommended individual solution based on interpretation of target company information gained
– Regular and disciplined CRM usage regarding the pipeline, sales forecast, and opportunity/account/contact management

Through continual contact with various levels and departments within customer organizations, extend and elevate relationships by working to further understand needs, barriers to simulation adoption, improvement opportunities, and circumstances regarding the process of engineering product development. MINIMUM QUALIFICATIONS– Bachelor’s degree in technical or business field– 2+ years of successful technical sales experience– Strong work ethic, and motivation to work in a high-performing, results-oriented environment– Strong verbal and written communication skills required– Valid UAE Driving License & Own Car PREFERRED QUALIFICATIONS– Experience selling CAD/CAM/CAE Software Solutions in the Middle East– Monthly customer-facing activities will be necessary to be successful in this role, which may require travel up to 50%– Ability to gain and utilize the understanding of both engineering and physics applications– Stay up-to-date on emerging technologies, engineering techniques, and product development trends– Internal drive and motivation to meet established goals related to activity levels– Ability to coordinate and work well with other sales professionals

Job Title Cae Sales Executive – United Arab Emirates Accelerate your digital transformation with engineering simulation solution

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