

# United Arab Emirates Jobs Expertini®

## Client Account Executive

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Company: Syniti

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### ABOUT US

is an innovative, global leader in Enterprise Data Management. With smart and powerful resources like our award-winning software platform and premier consultants, Syniti helps the world's top enterprises create unique advantage and value with their data. Whether the goal is bringing new products to market faster, accelerating time-to-value for a new ERP system or corporate acquisition, powering new AI/ML initiatives, or increasing profitability by eliminating inefficiencies, Syniti ensures your business's data is a high-performing and trusted asset. Syniti is also a preferred data solution used by the , and a portfolio company of . Headquartered in Boston, Massachusetts with offices in 25 countries around the world, Syniti operates in all global regions and industry verticals, and maintains a 100% client success rate across thousands of complex data projects and initiatives.

### The ROLE

The Client Account Executive role focuses exclusively on formulating and executing a sales strategy within an assigned territory, resulting in revenue growth and new customer acquisition. This is a quota carrying role, responsible for acquiring, expanding and managing large accounts. A successful candidate will be self-motivated, highly driven, goal-oriented and methodical. Demonstrated success and know-how across the full sales cycle from qualification to contract close is critical to success in this role.

The Client Account Executive will focus on software and services sales ultimately driving our customer's success.

This role can be remote based in the UAE.

## WHAT YOU WILL DO

- Prospect, develop and close new business while ensuring we have satisfied and referenceable customers
- Sell a complete solution of software, services and support to ensure customer success
- Active territory management targeting specific companies and collaborating with select partners to drive incremental pipeline
- Manage complex, enterprise wide sales-cycles and effectively present our value proposition
- Work methodically with Marketing to develop assigned territory and target account plan to create a healthy rolling 4 quarter pipeline that will yield sufficient pipeline opportunities
- Orchestrate team selling efforts within assigned territory among Value Engineering and Consulting Delivery Services
- Demonstrable track record for winning new customers and growing business within existing customers in a competitive environment
- Effectively conducting sales-both in person and via phone/web with high level industry executives
- Demonstrate in-depth knowledge of Syniti products, accounts, competitors and industry trends to include knowledge of our key go to market functional areas namely Data Migration, Master Data Management, Data Quality and Data Governance
- Be proactive in understanding customer needs, the industry vertical, priorities, challenges, constraints and market trends
- Leverage executive support for sales strategy, partner leadership engagement and field escalation resolution
- Manage sales cycles against goal of meeting and exceeding quarterly annual sales targets
- Forecast, manage and update pipeline activities using Salesforce.com
- Be accountable for accurate forecasting and regular sales performance reviews
- Attend meetings, trainings and conferences scheduled individually and for the sales team
- Travel as required

## WHAT IT TAKES

Bachelor's Degree in a Business or Technology discipline would be an advantage

Ideally at least 7+ years proven direct and/or indirect sales experience; software sales/service preferred (large enterprise customers)

Experience with Sandler or similar sales methodology, preferred

Experience in territory and pipeline management including prospecting, driving, orchestrating and closing complex sales cycles

Demonstrated value and solutions sales experience

Contacts with industry decision makers including customers, Partners ( **SAP**) and System Integrators (IBM, Accenture, Deloitte)

Goal oriented, with a track record of overachievement (President's Club, Rep of the Year, etc.)

Highly driven, possessing a strong desire to be successful

Disciplined and skilled in managing time and resources; sound approach to qualifying opportunities

Possesses aptitude to learn quickly and establish credibility

Detailed oriented in negotiating contracts and terms

Strong work ethic, hands on style

Committed team player with an entrepreneurial spirit

Excellent written and verbal communications skills

Have the legal right to live and work in the UAE

Be fully aligned to the **core values** of our organization which are:

- o **Think Big** - Be courageous and bold. Aspire to greatness. Relentlessly pursue market innovation. Set the standard by which others follow. Create solutions that have a meaningful impact. Solve the challenges our customers don't know they have.
- o **Be Curious**- Be a lifelong learner. Seek out new ideas to serve customers. Understand our competition and the world. Be permanently dissatisfied with the status quo. Challenge preconceptions. Focus on the future rather than yesterday.
- o **Take Action** Be the first. Don't wait. Take accountability. Inspire others by doing. Fail fast and learn from mistakes. Make a difference every day.

o **Stronger Together** Respect, trust and look out for each other. Celebrate diverse perspectives. Listen. Build connections and belonging. Act with integrity. Give back. One Syniti family.

## WHAT WE OFFER

**Trust** that you are good at what you're doing. At Syniti you will find a supportive environment and access to learning tools, but micromanagement is not our thing.

**Growth** We are growing rapidly and steadily solving the biggest challenges enterprise companies are faced with today. There was never a better time to join and grow with us. Most importantly you will have the chance to shape our journey and share in our success story.

**Support** . We all rely on each other and enable each other to be successful. You won't stand alone.

**Curiosity and genuine interest in you.** We all have our different stories, all equally fascinating with each depicting a different journey and we want to hear them all.

**Recognition** . We are the sum of individual achievements and we always take the time to celebrate them.

**An open organisation** . Hierarchies are not our thing and access is something we make sure of across the board. We are a family where everyone is just as important, everyone's work is seen and ideas valued

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