

Commercial Sales Executive

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled

Responsibilities:

- Create and manage licensing Plan for the assigned sales accounts. The plan maps out how to maximize the commercial Volume Licensing opportunity for the account.
- Contribute to the Commercial Solutions community by sharing best practices and insights on sales execution
- Leads internal sales and management teams through sales process optimizing for the right level of investment and customization.
- Manage any discounting or changes to Volume Licensing customer contractual terms using your own approval authority or working with other approvers as needed.
- Work through and with various sellers, both internally and externally to Microsoft such as channel partners, tele-sales teams, Microsoft account teams, other technical solution sellers in order to achieve revenue targets. Manage key stakeholders to meet critical deadlines.
- Agree on the best commercial Volume Licensing deal through definition & negotiation of the commercial terms in collaboration with the Account Team.
- Land on time Volume Licensing revenue by overseeing the deals through the negotiation to processing & invoice.
- Early engagement and integration on Digital Transformation initiatives by leading customers through the procurement

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