

DTS Client Executive – MERAT Jobs in Dubai | Dell Jobs 2022

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Company: Dell

Location: Dubai

Category: sales-and-related

1- DTS Client Executive – MERAT

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Assigned to two multinational telco clients, requiring global execution with a high level of complexity, carrying significant strategic importance to Dell Technologies. Translate business needs into Dell Technologies solutions and be able to position associated value add and business impact, including both Data Center needs as well as Telco Edge requirements. Be responsible for overall account growth, profitability, and customer NPS across Dell Technologies. Advise on forces reshaping Telco IT, and (as appropriate) guide customer's architecture and roadmap. Simplify complexities, relative to managing large scale clients. Serve as the lead to the global account team, aligning resources, whilst ensuring compliance with tactical and strategic objectives. Be responsible for managing and enhancing the executive sponsor relationship for your client. Leveraged to serve as a coach/mentor, whilst providing customer/industry/market insight, to internal leaders and cross-functional groups.

Job Requirements:

15+ years of related experience in a field sales, relationship selling role with deep knowledge of various Telco departments (Network Infrastructure, IT, Engineering, Marketing, ICT and

Enterprise businesses) and strong understanding of Telco networks, mobility and emerging technologies including Open RAN & Cloud Core/NFV.

Excellent communication, inclusive of executive communications and presentations; experienced in and comfortable selling to all levels of an organization including in the “C” suite. Strong negotiation skills to close opportunities

Strong technical acumen and the ability to align customer business challenges to the Dell Technologies portfolio and articulate the value of Dell Technologies Select. Practical understanding of virtualization, big-data, security, data storage, private cloud & hyper-converged solutions, as well as the solution’s value, when mapped to a client’s business needs

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