

Enterprise Account Executive II

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Company: Referral Board

Location: , , United Arab Emirates

Category: sales-and-related

Elastic, the Search Analytics company, is seeking a dynamic Enterprise Account Executive. As an integral part of our growth strategy, you will play a key role in expanding our presence within customer accounts across the GCC but with a focus on Qatar. This will be a hunter role and presents an amazing opportunity for the right person to establish and develop the Elastic footprint across a range of accounts. (needs work).

This is an opportunity for those who are passionate about empowering companies through cutting-edge search technology and analytics, enabling them to unlock the full potential of their data.

In This Role, You Will:

Drive the adoption of Elastic's AI-powered search solutions within new Enterprise accounts and deepen our engagement with existing Strategic accounts.

Position yourself as a trusted advisor, assisting users and customers in harnessing the full power of Elastic's search analytics to transform their data into actionable insights.

Champion our Open Source offerings, articulating the value and capabilities of our advanced commercial features.

Identify and develop new use cases, showcasing how Elastic's solutions enable users to work more efficiently and intelligently.

Collaborate closely with various Elastic business functions to ensure an exceptional customer experience.

Proactively identify new business opportunities with customers, successfully navigating

complex sales cycle.

Develop a comprehensive business plan leveraging community, customer, and partner ecosystems to drive significant growth within your territory.

What You Bring:

A proven track record in SaaS subscription sales, particularly in complex accounts, evidenced by quota overachievement and strong customer references.

5 years + experience working in Qatar and GCC region, with a focus on Banking and Central Government.

In-depth understanding and, ideally, experience in selling solutions related to Enterprise Search, Log Analytics, Security, APM, and Cloud.

Adept at building relationships and establishing credibility with both developers and executives.

Consistent and accurate sales forecasting skills using SFDC.

Enthusiasm for the Open Source model and a deep appreciation for the community relying on our solutions.

Prior experience selling into the Enterprise accounts included in this territory.

Bonus Points:

Experience in selling within an Open Source model.

If you're eager to contribute to the world of Search Analytics and thrive in solving complex problems through the power of AI-driven search, Elastic wants to hear from you!

#LI-PM1

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