

## Enterprise Account Executive II

Apply Now

Company: Elastic

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Elastic is a free and open search company that powers enterprise search, observability, and security solutions built on one technology stack that can be deployed anywhere. From finding documents to monitoring infrastructure to hunting for threats, Elastic makes data usable in real-time and at scale. Thousands of organizations worldwide, including Barclays, Cisco, eBay, Fairfax, ING, Goldman Sachs, Microsoft, The Mayo Clinic, NASA, The New York Times, Wikipedia, and Verizon, use Elastic to power mission-critical systems. Founded in 2012, **Elastic is a distributed company** with Elasticians around the globe. Learn more at [elastic.co](https://elastic.co)

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.

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.

### **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!

### **Additional Information - We Take Care Of Our People**

As a distributed company, diversity drives our identity. Whether you're looking to launch a new career or grow an existing one, Elastic is the type of company where you can balance great work with great life. Your age is only a number. It doesn't matter if you're just out of college or your children are; we need you for what you can do.

We strive to have parity of benefits across regions and while regulations differ from place to place, we believe taking care of our people is the right thing to do.

Competitive pay based on the work you do here and not your previous salary

Health coverage for you and your family in many locations

Ability to craft your calendar with flexible locations and schedules for many roles

Generous number of vacation days each year

Double your charitable giving - We match up to \$1500 (or local currency equivalent)

Up to 40 hours each year to use toward volunteer projects you love

Embracing parenthood with minimum of 16 weeks of parental leave

Different people approach problems differently. We need that. Elastic is an equal opportunity/affirmative action employer committed to diversity, equity, and inclusion. Qualified applicants will receive consideration for employment without regard to race, ethnicity, color, religion, sex, pregnancy, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, disability status, or any other basis protected by federal, state or local law, ordinance or regulation.

We welcome individuals with disabilities and strive to create an accessible and inclusive experience for all individuals. To request an accommodation during the application or the recruiting process, please email [HIDDEN TEXT] We will reply to your request within 24 business hours of submission.

Applicants have rights under Federal Employment Laws, view posters linked below: Family and Medical Leave Act (FMLA) Poster; Pay Transparency Nondiscrimination Provision Poster; Employee Polygraph Protection Act (EPPA) Poster and Know Your Rights (Poster)

Please see here for our Privacy Statement.

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