

Enterprise Account Executive Jobs In Abu Dhabi | Siemens Digital Industries Software

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Company: Siemens Digital Industries Software

Location: abu dhabi

Category: other-general

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About the job

Job Family:Sales

Req ID:375626

Mendix – The Leading Low-code Application Development Platform

The Mendix Platform uses visual modeling to abstract long-form coding out of application development. Our customers use Mendix to create and deploy better software for the enterprise, faster. Mendix is collaborative – the people who use the software and the people who build the software work together throughout the development process. Read our Customer Stories (<https://www.mendix.com/customer-stories/>) to learn more about the wealth of software and solutions global organizations have built with the Platform. At Mendix we strive to maintain a diverse, open, and safe working environment where people can be their true selves. We value every voice, celebrate individuality, and appreciate the diversity of thought and experience. People who work here are driven, smart, and really good at what they do. As this market evolves, we encourage people of all skill levels to work with the platform, both for clients and candidates. Apply today to discover how you can make a meaningful impact with Mendix. We pride ourselves on our award-winning technology, resourceful people, and inclusive Mendix Blue culture. The company is investing to accelerate the momentum of our ever-growing customer base, and we're looking to expand our EMEA Sales team and hire an Enterprise Account Executive in the Middle East. As the Enterprise Account Executive, you will engage with enterprise customers and prospects within the Middle Eastern

market and offer solutions that fundamentally change the way organizations deliver critical web and mobile business applications while building value for their companies.

You'll Help Our Customers Drive Digital Innovation By identifying and qualifying leads and developing them into high-value opportunities

Consistently communicating and brainstorming with the extended team around all aspects of account and opportunity development

Building relationships and establishing communications at the highest executive levels in your accounts to understand their needs and priorities, and to speed and simplify the deal process

Confirm and communicate the differentiated value of Mendix to the customer at both the technical and business levels

Identifying the customer approvers, decision-makers, and influencers, and developing strategies for each to mitigate risk and increase deal confidence

Taking the core role in the closing process including negotiations and procurement activities
You're The Innovator We Need If You Have Extensive Enterprise SaaS or PaaS sales experience and success in consistently meeting or exceeding annual quota and performance targets. (8 years +)

Experience selling software to large enterprises in the Middle East and a broad industry network.

Ability to handle multi-faceted sales cycles including coordination and direction to your extended team

Outstanding communication and presentation skills, you can articulate complex ideas and strategies in English, fluency in Arabic will be a plus

Ability to travel as needed, largely within the Middle East.
Do you want to join a company that truly changes the way of software development and that finally bridges the gap between business and IT? Then apply now .Our culture We consider our people as people – not assets, we're passionate about results – not "boxes" and "rules", we're all outstanding, and we want you to be yourself, we celebrate success as a team, and we care about your personal and professional development! We are Siemens A collection of over 377,000 minds building the future, one day at a time in over 200 countries. We're dedicated to equality, and we welcome applications that reflect the diversity of the communities we work in. All employment decisions at Mendix / Siemens are based on qualifications, merit, and business need. Bring your curiosity and creativity and help us

shape tomorrow! We offer a comprehensive reward package which includes a competitive basic salary, bonus scheme, generous holiday allowance, pension, and private healthcare. We are always challenging ourselves to build a better future. We need the most innovative and diverse Digital Minds to develop tomorrow's reality. Find out more about the Digital world of Siemens here: [#DISW](#)If you see a job description and think, "I'd be perfect for that" but your experience doesn't align perfectly with the qualifications – don't let that hold you back. We're always eager to hire talented, passionate candidates – so give it a try and apply. Equal Employment Opportunity StatementMendix/Siemens is an Equal Opportunity and Affirmative Action Employer encouraging diversity in the workplace. All qualified applicants will receive consideration for employment without regard to their race, color, creed, religion, national origin, citizenship status, ancestry, sex, age, physical or mental disability unrelated to ability, marital status, family responsibilities, pregnancy, genetic information, sexual orientation, gender expression, gender identity, transgender, sex stereotyping, order of protection status, protected veteran or military status, or an unfavorable discharge from military service, and other categories protected by federal, state or local law.EEO is the LawApplicants and employees are protected under Federal law from discrimination. To learn more, Click here (<https://www.dol.gov/ofccp/regs/compliance/posters/ofccpost.htm>) .Pay Transparency Non-Discrimination ProvisionSiemens follows Executive Order 11246, including the Pay Transparency Nondiscrimination Provision. To learn more, Click here (https://www.dol.gov/sites/dolgov/files/OFCPP/pdf/pay-transp_%20English_formattedESQA508c.pdf) .California Privacy NoticeCalifornia residents have the right to receive additional notices about their personal information. To learn more, click here (<https://new.siemens.com/us/en/general/legal/us-internet-privacy-notice-state-rights.html>) .

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