

Enterprise Account Executive Jobs In Sharjah | CoachHub

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Company: CoachHub

Location: sharjah

Category: other-general

Enterprise Account Executive Jobs In Sharjah | CoachHub

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CoachHub is on a mission to democratise coaching for all career levels worldwide. We need an amazing team to achieve this, so we're bringing together kind, smart and highly-skilled people from all corners of the globe.

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Responsibilities You are responsible for new business development, as well as expanding and renewing your clients

You generate your own leads, and take over those acquired by the Sales Development Representative to accompany them through the full sales cycle

You own your territory of accounts, work closely with Sales Development and drive interest and adoption around CoachHub in the Nordics

You close anything from pilots to multi-year 6-7 figure roll-outs

You work closely with internal partners, and are creative to help drive the resources and insights needed to support engagement from our prospects and clients

You execute on all sales activity: calls, social engagement, web demos, on-site F2F appointments, negotiations, and presentations to advance prospects through the sales cycle. Apply Also Mubadala Investment Company Jobs Announced Opportunities

Requirement You have successfully gained 5+ years experience in consultative B2B (SaaS) sales

You have gained 2+ years experience working with enterprise clients in the Nordics

You have a track record of closing complex deals in the 6 figure range

You have built a robust C-level Network that you can leverage for CoachHubs further market penetration

You convince through your professional and self-confident appearance as well as through your engaging communication skills

You stand out due to your exceptionally high motivation and enthusiasm

You distinguish yourself through your solution orientation and your independent work style
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