

# United Arab Emirates Jobs Expertini®

## Enterprise Account Manager

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Company: Delinea

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### Summary:

This remote position requires a motivated self-starter who will be responsible for all net new sales into Enterprise Accounts, \$500 Million to \$10 Billion as defined by Delinea based on annual revenue. Based in a specific geographic area, the candidate may be required to travel approximately 30-40% throughout the assigned territory to visit customers, attend trade shows or field events, and for internal meetings such as sales kick-offs or quarterly business reviews. With our strong promote-from-within philosophy, successful performance in this role will provide career advancement opportunities to those seeking to take their sales careers to the next level.

### What You'll Do:

Create and personalize a territory plan for the assigned territory.

Prospect to and create contacts within EnterpriseAccounts in a geographic region.

Proactively pursue existing leads who have expressed interest in our services.

Collaborate with and engage the right Delinea technical experts to provide an accurate and compelling story on our products' strengths and capabilities to win deals.

Consistently meet/exceed sales targets.

Maintain an accurate forecast of sales pipeline.

Cultivate and manage relationships with Channel partners.

Leverage Delinea's executives, and their networks, to gain access to prospective clients.

Never stop learning! Continue to hone your craft and build your expertise in Cybersecurity.

### **What You'll Bring:**

5-7 years as an Enterprise software sales executive selling to companies with revenues greater than \$500M.

Bachelor's degree from an accredited university preferred or equivalent work experience.

Experience cultivating and controlling complex sales cycles with audiences of multiple stakeholders in Enterprise organizations.

Track record of success in identifying, cultivating and closing six figure+ transactions.

Ability to conduct both executive level presentations and high-level technical presentations.

Excellent written and oral presentation skills. Examples may be requested.

Examples of value proposition creation

### **Bonus if you Have:**

An established book of business in territory

Experience selling cyber security solutions

**Delinea Culture & Benefits: Why work at Delinea?** ·We're passionate problem-solvers doing our part to make the world a safer place. ·We invest in people who are smart, self-motivated, and collaborative. ·What we offer in return is meaningful work, a culture of innovation and great career progression! At Delinea, our core values are STRONG— Spirited – Trust – Respect – Ownership – Nimble – Global – and guide our behaviors and success. We believe weaving these core values into our day-to-day actions, and our process for hiring, evaluating, and promoting employees, helps us cultivate a work environment that embraces collaboration and camaraderie. We take care of our employees. We offer competitive salaries, a meaningful equity and bonus program, and excellent benefits, including full suite health and wellness plans (specific to individual country plans), generous discretionary time off (DTO), and paid holidays. We support all families with paid leave, specific to individual country plans, for new birth, adoption, surrogacy, or foster-to-adopt primary

caregivers.

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