

## Enterprise Sales Manager UAE

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Company: Support Revolution

Location: , , United Arab Emirates

Category: sales-and-related

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**Summary:** Supermicro is looking for a highly-experienced, successful and proven Enterprise Sales Manager to sell Supermicro's broad portfolio of server solutions to large enterprise customers. The Enterprise Sales Manager will possess the expertise in managing end-to-end sales processes involving complex, multi-portfolio, large deals. The ideal candidate must have a strong, credible and professional working relationship with C-Level executives at current and past clients, plus the ability to create similar synergies at new accounts. **Essential Duties and Responsibilities:** Approach, build and drive SMC influence and adoption within UAE & GCC Public & Governmental and Enterprise customers in combination with other sales and technical resources Maintain current customer relationships and identifying potential new customers Continuously develop new sales opportunities and improve the sales motion through various methods Meet assigned revenue billings quota and revenue opportunity pipeline quota **Qualifications:** Minimum 10 years of proven experience in Business Development, Enterprise Sales or similar field in the IT / Datacenter segment Bachelor's degree in marketing, communications, business or a related field Strong team player Prior experience

selling technology into manufactures, corporate or public/governmental customers Strong persuasive and negotiating skills Extremely proactive, highly organized, with proven ability to manage multiple tasks Professionalism combined with a passion for creativity Ability to adapt to a fast-paced environment and diverse culture Professional fluency in Arabic & English are required, both written and spoken. Additional European language is a plus. Salary Range EEO Statement Supermicro is an Equal Opportunity Employer and embraces diversity in our employee population. It is the policy of Supermicro to provide equal opportunity to all qualified applicants and employees without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, protected veteran status or special disabled veteran, marital status, pregnancy, genetic information, or any other legally protected status.

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