

## Enterprise Sales Manager UAE

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Company: Support Revolution

Location: dubai

Category: other-general

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Supermicro® is a Top Tier provider of advanced server, storage, and networking solutions for Data Center, Cloud Computing, Enterprise IT, Hadoop/ Big Data, Hyperscale, HPC and IoT/Embedded customers worldwide.

We are the #5 fastest growing company among the Silicon Valley Top 50 technology firms.

Our unprecedented global expansion has provided us with the opportunity to offer a large number of new positions to the technology community. We seek talented, passionate, and committed engineers, technologists, and business leaders to join us. Job

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 professionals 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 resourcesMaintain current customer relationships and identifying potential new customersContinuously develop new sales opportunities and improve the sales motion

through various methods Meet assigned revenue billings quota and revenue opportunity pipeline quotaQualifications: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 fieldStrong team playerPrior 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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