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Company: IBM

Location: dubai

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1- GSI Lead – MEA

Job: Full Time

Location: Dubai, UAE

Description:

The SPS owns named / unstacked Service (GSI/RSI) partners GtM sales execution, transactional revenue growth, enablement, and GSI (9) influence by activating and expanding the use of IBM technology across their Service partner's practices.

Job Responsibilities:

Responsible for the success of assigned partners as measured by Brand revenue

Depth of skills in assigned Brand to support partner's Services practices

Utilize project management, strategic communication, Partner/Client insights, sales tooling (ISC/PRM), and territory planning to manage activities with assigned partners (e.g., sales campaigns, lead pass, progression, enablement, advocacy, and local recruitment)

Augments partner engagements with IBM's breadth of capabilities to co-create solutions (e.g., Hybrid Cloud Build Team, Technical Sellers, Expert Labs, Marketing)

Job Requirements:

Bachelor's Degree

#J-18808-Ljbffr

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