

United Arab Emirates Jobs Expertini®

Head of Looker

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Company: Google

Location: dubai

Category: other-general

Responsibilities Build, coach, mentor, motivate and guide a team of sales specialists. Manage the team day-to-day, offering leveraged support for critical business opportunities, as well as career mentorship. Build and maintain executive relationships with customers, consult long-term strategic direction and act as a trusted advisor. Help to develop and execute strategic regional plans, including a broader EMEA SMB plan to drive customer adoption and new logo generation. Assist customers in identifying use cases suitable for Looker deployment, and articulate key differentiators and typical customer buying journeys. Display a passion for how businesses are transformed through the use of data and analytics. Report the status of the business for the region, including progression against assigned Key Performance Indicators and strategic goals.

#J-18808-Ljbffr

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