

# United Arab Emirates Jobs Expertini®

**Information Technology – Cloud Sales Executive Jobs In Dubai | Anam Tech**

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Company: Anam Tech

Location: , Dubai, United Arab Emirates

Category: sales-and-related

Information Technology – Cloud Sales Executive Jobs In Dubai | Anam Tech

Responsibilities:

Develops and expands a portfolio of corporate clients by networking and marketing

Assesses client IT needs and makes recommendations, including IT equipment and service packages

Prepares sales visits and presentations to pitch products, services, and combination packages to clients

Demonstrates IT equipment to highlight product benefits

Negotiates sales, package discounts, and long-term contracts with clients

Provides technical advice after sales

Establishes sales goals and implements a plan to meet those goals

Tracks progress toward goals and documents sales performance

Becomes fluent in all products and services offered by the employer through testing, demonstrations, and research

Answers questions, describe benefits, and discusses pros and cons of various competing products or services

Gains familiarity with the IT industry, and stays updated on trends and innovative products

Creates marketing literature and web-based features to promote products and time-sensitive sales

Attends trade exhibitions and industry events to learn about cutting-edge products and sales

Works for technology manufacturers, software manufacturers, IT consultancies, and technology solutions organizations

IT Sales Skills and Qualifications

Requirements:

Bachelor's Degree in Computer Science or Marketing, Experience with Sales and Marketing,

Knowledge of Relevant Products and Sales, Written and Verbal Communication, Interpersonal Communication, Negotiation, Critical Thinking, Ability to Meet Goals, Ability to Work Under Pressure, High Energy Level, Motivation, Ambition, Technical Skill, Attention to Detail.

#J-18808-Ljbffr

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