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International Sales Manager Jobs In Sharjah | Power Technologies Company

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Company: Power Technologies Company

Location: Sharjah

Category: sales-and-related

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Power Technologies designs and markets high-quality products that support the smart charging, network management, safety, and sanitizing of mobile digital devices. Mobile devices are continuously evolving and transforming the workflows and operating models of every industry. Our products enable organizations to deploy critical digital tools to their teams with confidence that the devices are ready and safe for use, resulting in increased performance and productivity. At Power Technologies we bring technology and connection to life.

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Responsibilities:

Build New Distribution and Resellers partnerships.

Interface with resellers and representatives to provide education, assistance with sales process to end user, resolve problems, build relationships, develop referral network maintaining goodwill to accelerate growth driving sales to meet or exceed established goals.

Plan and present business reviews with resellers to ensure partner is kept current on product line, features, and brand strategy.

Collaborate with reseller management and representatives to ensure sales leads are effectively captured, closed. and accounts are managed in the best interest of the business to attain and grow market share.

Identify and implement ongoing sales and marketing plans to gain market share within value added resellers.

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Requirements:

BA, BS degree is required.

5+ years of solid experience in IT Technology hardware is required specific familiarity in healthcare and/or education sales is preferred.

A minimum of 3+ years specifically in international sales is required.

A minimum of 3+ years building distribution through WSDs and Resellers is required

Demonstratable relevant and successful sales management experience within IT or Hardware manufacturing within the education or healthcare sector

Excellent sales skills and sales leadership capabilities; exceptionally strong negotiation and consultation skills

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