

United Arab Emirates Jobs Expertini®

IT Enterprise Components Sales Leader

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Company: SPERTON - Where Great People Meet

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Position Overview

We are searching for a Teamleader in our sales/trader team in Asia for a prominent American ITAD and components trading-focused organization.

Step into a position where your expertise in IT sales and leadership will drive the teams achievements. You and the team will be targeting clients in Enterprises, your focus will be on selling CPUs, RAM, GPUs, and related products. This role is ideal for specialists in product sales/trading with experience as a leader. The preferred locations will be Dubai, Hong Kong, or Shenzhen.

About the client

The client is a leader in managing technology lifecycle for large companies globally and is trusted by big names in the industry to handle their asset recovery. With offices in five US locations they have a strong presence in that region. Now they are looking to expand their business into Asia.

Your Impact

Drive and motivate the team: As a teamleader you must both be a active salesperson, as well as you will have to make sure that the team will move forward

Boost sales: Grow our customer base in Asia by actively engaging with leads and new customer.

Achieve goals: Aim high to meet revenue and margin targets, focusing on sale of CPU, GPU, RAM and other enterprise components.

Stay informed: Keep up-to-date with IT component pricing and the market to make informed decisions and to help the pricing team.

Build relationships: Use your network to expand opportunities and reach new sources of products.

Ensure quality: Maintain integrity in all transactions, adhering to the company standards.

Qualifications

Empower your success with these essential skills:

Leadership: Be able to lead, cooperate and drive the team forward

Tech knowledge: Understand technology products deeply, staying updated on industry trends.

Sales achiever : Excel in surpassing sales goals in a fast-paced environment.

Strategic thinker: Navigate complex pricing structures and negotiate effectively.

Networking: Leverage your industry connections to expand business opportunities.

Effective communicator: Capture attention with strong verbal and written skills.

Adaptability : Thrive in dynamic settings and handle changing priorities with ease.

Language: Excellent English language skills is required, both written and verbal.

Mandarin language skills is not required, but positive.

Education and Experience

Background: Bring at least 5 years of experience to the table, with a proven track record of success in CPU and IT component sales.

Experience as a leader is a must!

Ready to work with components sales

Don't miss out on the chance to shine at in this exiting position! Become part of our vibrant team of industry leaders and embark on a journey towards extraordinary achievements. Your path to success begins today — apply now and unlock your full potential!

This position is published and managed by the global Recruitment Agency, Sperton Global.

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