

IT Sales Manager Jobs In Sharjah | Infinium Associates

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Company: Infinium Associates

Location: Sharjah

Category: sales-and-related

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Responsibilities

Generating new sales prospects through outbound activities including email/telephone/social outreach/follow-ups; market research; business analysis; and leveraging personal networks

Hunting new clients for custom software applications, web, mobility, ERP, cloud, IoT, AI & cognitive, BI & Analytics in technologies like Microsoft, Open source, and Mobility (iOS, Android, Cross platforms)

Connect with prospective clients within the assigned market or geographic area to ensure a robust pipeline of opportunities. Strategize and drive client pitches and work with the team to develop proposals that address the client's needs, concerns, and objectives.

Understanding customer needs and requirements.

Research accounts, identify key players, and generate interest to perform accordingly.

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Requirement

You have at least 5 years experience within a Business Development / Account Manager (B2B) role, ideally within the IT Software industry.

You have prior experience in dealing with Key Accounts.

You are a strong networker & relationship builder

You pay strong attention to detail and deliver work that is of a high standard

You are highly goal driven and work well in fast paced environments

You are willing to undertake 30-60% travel.

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