

United Arab Emirates Jobs Expertini®

Local Sales Manager in Dubai / Abu Dhabi

[Apply Now](#)

Company: Vyom Labs Pvt Ltd

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Responsibilities

Manage sales through forecasting, qualification, account strategy, and planning.

Work with customers & key partners to identify and qualify opportunities.

Meet with customers to discuss their evolving business needs and to assess the business requirements.

Responsible to increase the business pipelines. Working closely with Lead Gen team.

Determines customers' needs and desires by specifying the research needed to obtain market information.

Responsible for the growth of new business in his assigned verticals.

Negotiate pricing & contractual agreements to close the sale.

Identify and develop strategic alignment with key influencers.

Track and Update internal CRM for Sales pipeline, Contact and Accounts.

Develop and implement new sales initiative, strategies and program to capture key demographics.

Identify and qualify opportunities to increase sales volume while ensuring service level are met.

Assesses market competition by comparing the company's product to competitors' products.

Curate the best of breed solutions from VyomLabs's technology partners and create focused verticals along with the appropriate go-to-market execution plans.

Requirements

Degree/Diploma in Information Technology or related field.

Savvy with industry trends and competitors.

Knowledge proficiency about the ITSM domain & IT Industry with business acumen.

4 to 10 Years experienced in business development and vertical solution offering.

Strong communication and presentation skills, both written and verbal, in order to express technical and nontechnical concepts clearly and concisely.

Be proactive, organized and handle work under stressful and uncertain environments.

Must be local person.

[Apply Now](#)

Cross References and Citations:

1. Local Sales Manager in Dubai / Abu Dhabi Entryleveljobs Jobs United Arab Emirates
Entryleveljobs ↗

2. Local Sales Manager in Dubai / Abu Dhabi Pinkcollarjobs Jobs United Arab Emirates
Pinkcollarjobs ↗

3. Local Sales Manager in Dubai / Abu Dhabi Jobspro Jobs United Arab Emirates
Jobspro ↗

4. Local Sales Manager in Dubai / Abu Dhabi Petroleumjobs Jobs United Arab Emirates
Petroleumjobs ↗

5. Local Sales Manager in Dubai / Abu Dhabi ExpertiniJobs United Arab Emirates

Expertini ↗

6. Local Sales Manager in Dubai / Abu Dhabi Helsinki Jobs United Arab Emirates

Helsinki ↗

7. Local Sales Manager in Dubai / Abu Dhabi Delhi Jobs United Arab Emirates

Delhi ↗

8. Local Sales Manager in Dubai / Abu Dhabi Guru Jobs United Arab Emirates

Guru ↗

9. Local Sales Manager in Dubai / Abu Dhabi Japan Jobs United Arab Emirates

Japan ↗

10. Local Sales Manager in Dubai / Abu Dhabi Algeria Jobs United Arab Emirates

Algeria ↗

11. Local Sales Manager in Dubai / Abu Dhabi Hair Jobs United Arab Emirates

Hair ↗

12. Local Sales Manager in Dubai / Abu Dhabi Government Jobs United Arab

Emirates Government ↗

13. Local Sales Manager in Dubai / Abu Dhabi Find engineering Jobs United Arab

Emirates Find engineering ↗

14. Local Sales Manager in Dubai / Abu Dhabi Bollywood Jobs United Arab Emirates

Bollywood ↗

15. Local Sales Manager in Dubai / Abu Dhabi Teacher Jobs United Arab

Emirates Teacher ↗

16. Local Sales Manager in Dubai / Abu Dhabi Search Jobs United Arab Emirates

Search ↗

17. Local Sales Manager in Dubai / Abu Dhabi Java Jobs United Arab Emirates

Java ↗

18. Local Sales Manager in Dubai / Abu Dhabi Google for Jobs United Arab

Emirates Google for ↗

19. Local sales manager in dubai / abu dhabi Jobs United arab emirates ↗

20. AMP Version of Local sales manager in dubai / abu dhabi ↗

21. Local sales manager in dubai / abu dhabi United arab emirates Jobs ↗

22. Local sales manager in dubai / abu dhabi Jobs United arab emirates ↗

23. Local sales manager in dubai / abu dhabi Job Search ↗

24. Local sales manager in dubai / abu dhabi Search ↗

25. Local sales manager in dubai / abu dhabi Find Jobs ↗

Source: <https://ae.expertini.com/jobs/job/local-sales-manager-in-dubai-abu-dhabi-united-arab-emirates-vyom-labs-pvt-ltd-ba7499bfaf/>

Generated on: 2024-04-27 by Expertini.Com