

# United Arab Emirates Jobs Expertini®

## Manager - Business Development - Value

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Company: Redington

Location: Dubai

Category: healthcare-practitioners-and-technical

**Job Description** The candidate will focus on selling Hitachi HW & Oracle SW – i.e. Technology and Cloud for SMB/ SMC accounts in Gulf. Working as part of a team he will drive an end customer strategy to ensure that sales targets for Vendor products are met or exceeded in the marketplace. · Develop an end user plan and carry out mapping of the SMB / SMC accounts in the Gulf. · Develop and maintain relationships with Vendor Sales Gulf team to expand sales. · Build/Maintain adequate pipeline for the product which would involve directly interacting with End Customers. · Develop and deliver accurate weekly sales forecasts in line with business objectives. · Coordinate on the daily admin tasks of the Oracle Centre of Excellence which also includes in coordinating the various marketing activities associated with it. **Job Requirement** · Minimum 5 years of End customer selling / account management experience. · Experience with target account selling, solution selling, and/or consultative sales techniques. · Experience in Infrastructure solutions selling e.g. experienced in Oracle, HP, IBM, Dell EMC end customer sales is preferred. · Academic: Graduate/BE /MBA · Languages: Fluency in English

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