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METI Regional Sales Team Director | L3Harris Technologies Abu Dhabi

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Company: L3Harris Technologies

Location: abu dhabi

Category: other-general

METI Regional Sales Team Director | L3Harris Technologies Abu Dhabi

L3Harris Technologies is the Trusted Disruptor in the defense industry. With customers' mission-critical needs always in mind, our 50,000 employees deliver end-to-end technology solutions connecting the space, air, land, sea and cyber domains in the interest of national security.

L3Harris Technologies is the Trusted Disruptor for the global aerospace and defense industry. With customers' mission-critical needs always in mind, our more than 50,000 employees deliver end-to-end technology solutions connecting the space, air, land, sea and cyber domains.

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Highly developed professional communication skills; fluent in English and Arabic

Demonstrated networking capabilities among various customer communities e.g. users and acquisition officials / leads in MODs, MOIs, Law Enforcement organizations; Military OEMs

Ability to naturally develop long-term, trusted-advisor relationships with a combination of technical, market and platform acuity. Further possess the ability to identify and successfully cultivate these relationships remotely and in-person when practically feasible.

Intimate knowledge of the regional customer base, the key stakeholders and the optimum route to market.

Solid understanding of local defense procurement rules and regulations including but not limited too offsets/localization guidelines.

Preference to work in a team environment and be a collaborative team player

Demonstrated understanding of key sensor technology and application of this technology

Energetic, enthusiastic and forward leaning disposition who relishes a challenge and maintains a positive attitude.

A polished, confident presenter with an outgoing personality and comfortable with senior customers.

Desired Education and Experiences

Viewed as an expert and / or resource within the field by peers in and outside the organization.

Bachelor's Degree, in Business or Technical Engineering) and a minimum of 12 years of prior relevant experience or Graduate Degree and a minimum of 10 years of prior related experience.

Recent and relevant experience of successful developing business in the National Security, Military or Intelligence domains across any of the Air, Land and Maritime domains.

12+ years of Military or Security business development experience ideally with a large and / or local defense OEM

Experience working directly in the Defense market in METI region

Previous Military experience would be considered an asset

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