

United Arab Emirates Jobs Expertini®

NetSuite Channel Manager(KSA Market) | Oracle ·Dubai

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Company: Oracle

Location: Dubai

Category: sales-and-related

NetSuite Channel Manager(KSA Market) | Oracle Dubai

Identify suitable prospect partners, sell the value of the NetSuite channel partner program and recruit new channel partners

Run partner recruitment campaigns and events

Drive channel sales revenue with the newly recruited partners

Provide support and guidance to help your channel partners develop their business plan comprising both short term and long term go to market initiatives meant to generate incremental revenue, reach new segments of the markets, penetrate new markets, etc

Directly influence customers and drive license sales negotiation in accordance with your partner joint closing plan for each opportunity

Achieve monthly and quarterly channel revenue targets

Organize forecast and pipeline weekly and monthly reviews with your partners to attain forecast accuracy

Clearly understand and articulate the value of Oracle NetSuite's products and services

Acquire & maintain a working knowledge of Oracle NetSuite solutions

Build and maintain a trusted advisor relationship with your partners

Provide ongoing education/information to channel partners

Demonstrate initiative, creativity & collaboration to support our partners and prospects

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Requirements

Language skills: very good knowledge of written and spoken English, Arabic

5+ years of channel enterprise software sales experience

Proven success selling in a consultative/team environment to C-Level and end-user decision makers

Knowledge and experience of working in collaboration with channel partners

Able to create business plans with partners and support them with executing against them

Understand ERP business solutions and its benefits to support customer needs

Business savvy with ability to build credibility at the C-Level

Well-developed professional with excellent solution selling, negotiation and ability to influence skills

Professional, efficient communication (verbal, written, and presentation) and interpersonal skills (positive and personable)

Bachelor's degree or equivalent.

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