

# United Arab Emirates Jobs Expertini®

## Outbound Partner Development (Sales) - Dubai

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Company: Odoo S.A

Location: dubai

Category: other-general

Outbound Partner Development (Sales)- Dubai5th Floor, Building A1, Business Park, Dubai, United Arab EmiratesOdoo is looking for an Outbound Partner Development Executive to support our Dubai office. As the main point of contact for our resellers, you will manage partners in the MENA region, identify market needs, and enable their growth. You'll analyze clients' businesses and offer suitable Odoo services and licenses to meet their requirements. Responsibilities: Manage Odoo partners in MENAIdentify market needs and trendsSupport partners in growing their Odoo activityAnalyze clients' businesses and offer tailored solutionsUse strong negotiation skills to drive successful partnershipsOutbound prospecting for new resellersrequirements:Fluent inEnglish and Arabic1 to 5years of B2B sales experienceStrong business intelligence and negotiation skillsSelf-motivated with excellent communication skillsAdaptability in a fast-paced environment.Business intelligence to solve partner problemsWhat we offer:Competitive salary and benefits packageOpportunities for growth and career advancementA fun and supportive team cultureThe chance to work with a cutting-edge product that is revolutionizing the world of business management!UncappedcommissionstructureWhat's great about the job ?This role will include you prospecting for new resellersEmpower the existing Odoo partners' network by providing them the tools and your knowledge of Odoo and your sales skillsTrain and educate partnersEnable partners to grow their Odoo activity through opportunitiesSuggest Odoo services to partner prospect's business painsOrganize joined events with partnersCreate interest by providing quality software demonstrations to companies Career opportunities in a new growing office.Sponsored EventsEnd-of-Q celebrations, several

Team Buildings!

#J-18808-Ljbffr

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