

United Arab Emirates Jobs Expertini®

Partner Development (Sales) - Dubai

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Company: Odoo S.A

Location: Dubai

Category: other-general

5th Floor, Building A1, Business Park, Dubai, United Arab Emirates
Odoo is looking for a 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 MENA Identify market needs and trends Support partners in growing their Odoo activity Analyze clients' businesses and offer tailored solutions Use strong negotiation skills to drive successful partnerships Prospect for new resellers requirements: Fluent in English and Arabic 1 to 5 years of B2B sales experience Strong business intelligence and negotiation skills Self-motivated with excellent communication skills Adaptability in a fast-paced environment. Business intelligence to solve partner problems What we offer: Competitive salary and benefits package Opportunities for growth and career advancement A fun and supportive team culture The chance to work with a cutting-edge product that is revolutionizing the world of business management! Uncapped commission structure What's great about the job? This role will include you prospecting for new resellers Empower the existing Odoo partners' network by providing them the tools and your knowledge of Odoo and your sales skills Train and educate partners Enable partners to grow their Odoo activity through opportunities Suggest Odoo services to partner prospect's business pains Organize joined events with partners Create interest by providing quality software demonstrations to companies Career opportunities in a new growing office. Sponsored Events End-of-Q celebrations, several Team Buildings!

#J-18808-Ljbffr

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