

United Arab Emirates Jobs Expertini®

Partner Sales Executive – United Arab Emirates / Dubai

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Company: Siemens AG PE Dubai

Location: Dubai

Category: healthcare-practitioners-and-technical

About us

Siemens Digital Industries Software - Transform the everyday.

Let's make the difference together!

Meet the team -

Siemens Digital Industries Software is a leading provider of solutions for the design, simulation, and manufacture of products across many different industries. Formula 1 cars, skyscrapers, ships, space exploration vehicles, and many of the objects we see in our daily lives are being conceived and manufactured using our Product Lifecycle Management (PLM) software.

We offer a role with responsibility, independence and the possibility to contribute proactively.

We foster a teamwork culture with room for individual development

About the role

We are looking for a Partner Sales Executive to join our growing team in Dubai to work with Partners and Customers within the MENA region.

As a PSE, you will support the SISW Partner network throughout the sales cycle, ensuring appropriate resources are provided to drive software sales and revenue across our portfolio of software including CAD, PLM, MOM, MES and Simulation.

Area of responsibility

Achieve individual license revenue targets for the region by actively supporting targeted partners to close their opportunities

Build close collaborative relationships with Partner Owners and Senior Partner Executives to

focus on the successful pursuit of sales revenue.

Advise partner sales reps on the effective development of account plans and maintenance of the sales pipeline to achieve targets and quotas

Support the partner to identify key customer stakeholders and produce basic stakeholder management approaches

Help partners identify and qualify new customer targets and opportunities

Support Partner Sales to develop identify the most appropriate software solution for the customer.

Mentor Partner Sales through the execution of the complete sale including effective meeting planning and opportunity tracking.

Help Partner Sales resolve contract issues prior to contract negotiations and set priorities on critical issues

Achieve business objectives for assigned territory (for example, penetration of account with product/solution/service offerings).

Guide the development and execution of strategic account plans to ensure the achievement of assigned business goals and budgets.

Develop, build, and cultivate long-term relationships with key management within the customer organization.

Assists management in devising sales plans and strategies, developing forecasts, budgets, and operating plans for product sales channels.

Your qualifications

Sales experience in enterprise software (PLM, MES, MIS, MOM or ERP business systems market) with a proven track-record of consistently exceeding annual quota & performance targets.

Experience of selling software within industrial manufacturing sector (e.g. Automotive, Defense, Aerospace, FMCG, Oil and Gas)

Proven ability to handle complex sales cycles including the ability to provide coordination and direction to your extended team

Demonstrated ability to stay focused on the bigger picture and make prompt decisions towards dealmaking

Good eye for business foresight in handling forecasts and targets

Excellent communication and presentation skills in English. In addition, Arabic or French language skills would be highly desirable

Attention to detail, thoroughness, and high level of accountability

Ability to travel to meet customers and partners as required.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, sex, gender, gender expression, sexual orientation, age, marital status, veteran status, or disability status.

We are Siemens

A collection of over 377,000 minds building the future, one day at a time in over 200 countries. We're dedicated to equality, and we welcome applications that reflect the diversity of the communities we work in. All employment decisions at Siemens are based on qualifications, merit, and business need. Bring your curiosity and creativity and help us shape tomorrow!

We offer a comprehensive reward package which includes a competitive basic salary, bonus scheme, generous holiday allowance, pension, and private healthcare.

Siemens. Making real what matters

If you want to make a difference – make it with us!

#LI-PLM

#LI-IG1

#LI-Hybrid

#siemens

#siemensxcelerator

#NX

#Teamcenter

#Simcenter

#Polarion
#Opcenter
#Simcenter
#Transformtheeveryday
#PLM
#CAD
#CAE
#Simulation
#IoT
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