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Company: Jupiter Power

Location: Dubai

Category: sales-and-related

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We Are Foodics! a leading restaurant management ecosystem and payment tech provider. Founded in 2014 with headquarter in Riyadh and offices across 5 countries, including UAE, Egypt, Jordan and Kuwait. We are currently serving customers and partners in over 35 different countries worldwide. Our innovative products have successfully processed over 6 billion (yes, billion with a B) orders so far! making Foodics one of the most rapidly evolving SaaS companies to ever emerge from the MENA region. Also Foodics has achieved three rounds of funding, with the latest raising \$170 million in the largest SaaS funding round in MENA, boosting its innovation capabilities to better serve business owners.

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Responsibilities

Pre-Sales work, Analysis of Customer needs during the pre-sales process

Create and deliver engaging product demonstrations addressing the client's needs.

Support the remote teams for onboarding of clients

Acting as the lead point of contact to clients during the go-live phase

Daily activities include gathering customer queries & resolving them by evaluating & analyzing.

Escalate priority issues as per client specifications to relevant teams

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Requirement

Holder of Diploma or Bachelor's Degree in Networking, Computer Information System,
Computer Science

Knowledge in Cloud POS / ERP systems is mandatory

Should have excellent communication skills (English is Must – Arabic)

Prior experience in handling customers of F&B industry

Proper phone etiquette & effective listening skills

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