

# United Arab Emirates Jobs Expertini®

## Professional Business Development – Ekahau (Techno-Commercial) | Ingram Micro Dubai

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Company: Ingram Micro

Location: dubai

Category: other-general

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Ingram Micro helps businesses Realize the Promise of Technology. It delivers a full spectrum of global technology and supply chain services to businesses around the world.

Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve.

Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at

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You will establishes productive, professional relationships with key personnel in assigned partner accounts.

You will Coordinates the involvement of company personnel, including support, service, and management resources, to meet partner performance objectives and partners' expectations.

You will meet assigned targets for profitable sales volume and strategic objectives in assigned partner accounts.

You need to Proactively lead a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.

you need to proactively assess, clarify, and validate partner needs on an ongoing basis.

You will sell through partner organizations to end users in coordination with partner sales resources.

You will manage potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement.

You will lead solution development efforts that best address end-user needs, while coordinating the involvement of all necessary company and partner personnel.

You will ensure partner compliance with partner agreements.

You will drive adoption of company programs among assigned partners.

Which Talent do you bring?

You are a graduate with 5-7 years experience in IT sales/ Business Development

Deep understanding/knowledge of networking solutions (Switching, AP's, Routers, etc),  
Connectivity/Cabling

You have experience working with Cisco/HPE partners.

You have the ability to build proposals with significant presentation skills

You have techno/sales capability

You have a driven and hunter mentality

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