

United Arab Emirates Jobs Expertini®

Regional Sales Director - higher education

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Company: Michael Page International (UAE)

Location: dubai

Category: other-general

About Our Client Our client is a global player in the ed-tech space (primarily catering to universities). This individual will provide strategic leadership in the region and achieving growth and other objectives. They are the fastest growing player in their space and have a unique product in the global ed-tech market. Job Description Your primary responsibilities will be: Market Development Business Growth Sales Management Leadership Customer service The Successful Applicant To be successful for this role you will need the below: Overall professional work experience of 10-15 years Minimum relevant sales experience in ed-tech (tech product desirable) into universities space within the region Extensive experience in the education and technology sectors. Strong influencing and persuasion skills Deep knowledge of sales and marketing strategies. Highly developed leadership and team management abilities. Ability to manage both office and remote staff. High level of computer literacy; sound working knowledge of all relevant software programs. Excellent interpersonal, verbal, written and face-to-face communication skills in English Excellence in organisational management with the ability to coach senior-level staff to manage and develop high-performance teams and develop and implement strategies What's on Offer AED 35-38,000 - gross monthly remuneration Commission plan based on sales target achievements and KPIs Medical, visa coverage of family if needed in UAE

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