

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 ClientOur 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 DescriptionYour primary responsibilities will be:Market DevelopmentBusiness GrowthSales ManagementLeadershipCustomer service The Successful ApplicantTo be successful for this role you will need the below:Overall professional work experience of 10-15 yearsMinimum relevant sales experience in ed-tech (tech product desirable) into universities space within the regionExtensive experience in the education and technology sectors.Strong influencing and persuasion skillsDeep 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 EnglishExcellence 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 OfferAED 35-38,000 - gross monthly remunerationCommission plan based on sales target achievements and KPIsMedical, visa coverage of family if needed in UAE

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