

United Arab Emirates Jobs Expertini®

Regional Sales Manager - Central Asia (Remote, UAE)

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Company: CrowdStrike

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

About the Role:

As a Regional Sales Manager (RSM), you will be responsible for driving new business opportunities within enterprise clients, whilst growing existing client relationships. You will position CrowdStrike as the supplier of choice within your accounts. To meet and exceed your individual sales quota, you will drive the sales cycle to success. You will meet the client's requirements and be responsible for collaborating with the relevant internal teams to deliver successful sales proposals.

The right candidate will possess excellent energy and drive and a real desire to build business across a portfolio of accounts. They will have the ability to build effective relationships quickly and to find valuable business within each account immediately that can then be enhanced by leveraging internal resources. Candidates with current strong security contacts are encouraged to apply.

This position is open to candidates located in the United Arab Emirates (UAE) to cover Central Asia.

What You'll Do:

As a Regional Sales Manager, you will be accountable for:

Work closely with internal resources and individually to build a successful pipeline to meet and exceed your individual sales quota

Identify new business opportunities whilst establishing, developing and maintaining relationships up to executive-levels within your assigned portfolio

Network within the client's business and influence key decision makers, typically at C-level

Act as CrowdStrike ambassador within specific client accounts

Articulate and promote the company's value proposition and services to become a trusted advisor within your customer base

Identify new business opportunities and prepare detailed account development plans, engagement strategies and targets for each account within your assigned portfolio

Working in collaboration with internal teams and to lead a virtual team to drive and close opportunities

Take control of opportunities and accurately forecast business objectives and outcomes.

What You'll Need:

Fluent in Arabic

Proven successful track record in a similar role selling high technology products to Enterprise customers

Ability to network multiple levels within an account up to C-Level

Experience within Cyber Security is preferred

Excellent verbal, written and presentation skills

Ability to create and deliver value propositions

Ability to identify and influence key decision makers

Ability to succeed in a quota driven sales environment at an Enterprise level

Proven sales track record

Capable of closing solutions and services opportunities

Strong business acumen and professionalism. Leadership, accountability qualities required

#LI-Remote

#LI-AL1

Benefits of Working at CrowdStrike:

Remote-first culture

Market leader in compensation and equity awards with option to participate in ESPP in eligible countries

Competitive vacation and flexible working arrangements

Physical and mental wellness programs

Paid parental leave, including adoption

A variety of professional development and mentorship opportunities

Offices with stocked kitchens when you need to fuel innovation and collaboration

Birthday time-off in your local country

Work with people who are passionate in our mission and Great Place to Work certified across the globe

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