

Regional Sales Manager North Middle East, North Africa, and Turkey

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Company: Blackline Safety

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Data Skills/Qualifications/Education:

Desired Skills / Experience

Proven track-record in successful B2B (business to business) sales

Proven track record in gas detection sales

Strong business acumen and expert negotiation skills

Ability to establish contacts and credibility with senior level management decision makers

Self-motivated, critical thinker with a proven ability to execute strategic sales plans

Results focus demonstrated through consistent success in increasingly senior sales roles

Excellent interpersonal skills and ability to develop strong relationships

Demonstrated network of clients which can lead to immediate opportunities

Strong background of strategic account pursuit with experience selling complex business solutions

Experience with providing enterprise sales solutions

Above average capabilities with productivity tools (e.g. Excel, PowerPoint, Word, etc.)

High degree of proficiency with CRM

Minimum Requirements

Sales and Technical qualifications to an agreed level

Minimum of 10 years' experience in a Hunter sales role working with a structured sales management methodology in a complex fast paced, ever changing environment with constant multiple priorities and deadlines

Responsibilities:

Develop and execute strategic sales plans for assigned markets, named accounts, and new market sectors

Generate net new opportunities directly with end-users contributing to sales funnel growth in support of sales quota achievement

Utilise a comprehensive Sales Process to understand the clients' criteria and articulate this to internal stakeholders

Ability to sell our complete service offerings as solutions that match client needs.

Use Blackline's significant resources to strategically initiate, manage, and develop customer relationships

Lead or develop solutions and promote the Company's service value proposition to differentiate Blackline from competitors and provide increased value to customers.

Ability to drive each element of the services sales cycle, including prospecting initiatives, proposals, RFP responses, and closing sales

Develop effective, creative, and customised proposals and presentations to bundle service offerings that effectively convey the Company's capabilities

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