

Regional Sales Manager

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Company: A10 Networks

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Regional Sales Manager

Job Overview:

Identify and qualify business opportunities within Enterprise, Public Sector and Service Provider markets directly & via partners

Negotiation, coordination and business decisions to close deals

Develop and hold professional sales presentations, control project progress at each stage, make constant sales calls and follow up with any potential leads, work with partners aggressively to close deals and finalize contracts, meet/exceed sales quotas and revenue goals. Provide effective communication of A10's technology value propositions and solutions

Interface with resellers/distributors/channels to become an extended A10 sales force

Determine market strategies and business goals for A10 product lines and services

Manage forecast reports as well as short-term/long-term business plans in an effective manner

Maintain constant internal communications with Sales Engineering team and outside staff of resellers and customers

Turn in business forecast pipeline regularly and review with the Regional Leader on a regular basis

Grow the business and deliver results to meet/exceed assigned target

Experience & Qualifications:

Seeking candidates with a mix of extensive business and technology experience

8+ years of industry experience within sales

Extensive relationships and experience working with key enterprise organizations across the GCC

Strong understanding of network security infrastructure, DDoS mitigation and detection, application networking, SDN/NFV transformation, cloud infrastructure and services

Great track record of strategic partnerships and alliance development with global System Integrators, local resellers and cloud providers resulting in exceeding annual targets and MBOs

Vast hands-on experience developing, structuring and closing large business contracts

Superior presentation skills and written communication as well as problem solving skills at both a strategic and functional level

Excellent technical, industry, business and cross-functional knowledge

Solid work ethic, customer focused, team player, with passion for success

Bachelor's Degree, Master's degree in Business preferred

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