

## Regional Sales Manager - West Africa (Remote, UAE)

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Company: CrowdStrike Holdings, Inc.

Location: , , United Arab Emirates

Category: sales-and-related

Regional Sales Manager - West Africa (Remote, UAE) page is loadedRegional Sales Manager - West Africa (Remote, UAE) Apply locationsUAE - Remote time typeFull time posted on Posted 2 Days Ago job requisition idR18032 #WeAreCrowdStrike and our mission is to stop breaches. As a global leader in cybersecurity, our team changed the game. Since our inception, our market leading cloud-native platform has offered unparalleled protection against the most sophisticated cyberattacks. We're looking for people with limitless passion, a relentless focus on innovation and a fanatical commitment to the customer to join us in shaping the future of cybersecurity. Consistently recognized as a top workplace, CrowdStrike is committed to cultivating an inclusive, remote-first culture that offers people the autonomy and flexibility to balance the needs of work and life while taking their career to the next level. Interested in working for a company that sets the standard and leads with integrity? Join us on a mission that matters - one team, one fight. 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 West Africa.

**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 their business objectives and outcomes.

**What You'll Need:**

- 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**

**Salesforce.com experience preferable**

**#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
- Access to CrowdStrike University, LinkedIn Learning and Jhanna
- 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

We are committed to fostering a culture of belonging where everyone feels seen, heard, valued for who they are and empowered to succeed. Our approach to cultivating a diverse, equitable, and inclusive culture is rooted in listening, learning and collective action. By embracing the diversity of our people, we achieve our best work and fuel innovation - generating the best possible outcomes for our customers and the communities they

serve. CrowdStrike is committed to maintaining an environment of Equal Opportunity and Affirmative Action. If you need reasonable accommodation to access the information provided on this website, please contact [Recruiting@crowdstrike.com](mailto:Recruiting@crowdstrike.com) , for further assistance. Similar Jobs (2)Regional Sales Manager - Central Asia (Remote, UAE) locations UAE - Remote time type Full time posted on Posted 30+ Days Ago Regional Sales Manager, East Africa (Remote, UAE) locations UAE - Remote time type Full time posted on Posted 11 Days Ago CrowdStrike was founded in 2011 to fix a fundamental problem: The sophisticated attacks that were forcing the world's leading businesses into the headlines could not be solved with existing malware-based defenses. Founder George Kurtz realized that a brand new approach was needed — one that combines the most advanced endpoint protection with expert intelligence to pinpoint the adversaries perpetrating the attacks, not just the malware.

#J-18808-Ljbffr

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