

United Arab Emirates Jobs Expertini®

Regional Services Sales Manager (Remote, UAE)

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Company: CrowdStrike Holdings, Inc.

Location: , , United Arab Emirates

Category: sales-and-related

Regional Services Sales Manager (Remote, UAE) page is loaded Regional Services Sales Manager (Remote, UAE) Apply locations UAE - Remote time type Full time posted on Posted 2 Days Ago job requisition id R17949 #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:
CrowdStrike is looking for highly motivated, self-driven, and experienced Regional Services Sales Manager dedicated to making a difference in global security by protecting organizations against the most advanced attackers in the world. As the Regional Services Sales Manager, you will take CrowdStrike's Services capabilities and value to potential clients, match our strengths to clients' needs, and help our partners and clients defeat the adversary. The successful candidate has business acumen, strong consulting skills, current technical skills, and is flexible and adaptable to rapidly changing situations - both with the adversary and with the client. You must be results driven, customer focused, technologically savvy, and innovative at building internal relationships and external

partnerships. What You'll Do: Become a Trusted Advisor within the Cyber Security Industry and become an expert of CrowdStrike services and products. Actively engage our prospective customers and existing clients to identify new opportunities to grow and provide CrowdStrike services. Run a sophisticated Sales motion from Prospecting to Closure. Work with our Regional Sales Managers and Regional Directors to collaborate and execute plans to qualify and close enterprise business. Collaborate with our Sales Engineers (SE's) to devise and execute account strategies and plans. Partner with our internal sales teams to drive both net-new and recurring revenue. Forecast and report pipeline updates to the management team. Provide exceptional sales guidance and high touch customer service, including escalation, triage and coordination of urgent matters, as needed. Stay well educated and informed as to the CrowdStrike competitive landscape and how to sell the value of our solutions and services when compared to the relevant competitors in the cyber security market space. Be a go-getter that sets his/her sights above and beyond to blow out their established targets, goals and quotas. First line of contact acting as a trusted advisor to organizations experiencing a breach requiring CrowdStrike's Incident Response (with weekend on-call rotation and potential after hours responsibilities to support these customers). May require modified work hours to accommodate accounts in other time zones, and minimal, but occasional travel for accounts that require a higher touch to achieve closure. What You'll Need: Competitive nature, but also a collaborative team player and occasional coach. Persistent – Doesn't stop at "no". Believes they can overcome / solve objections. Coachable - Seeks help; knows how to get help, when to ask for it and what situations call for it. Charismatic - knows how to use it. Sharp/Quick Witted - thinks on their feet. Flexibility to handle a curveball. Confident, Trusted Advisor – Can think outside the box (when appropriate) to solve business problems. Motivated - to learn, to succeed, to win, to grow. Aptitude - Able to learn and implement new concepts quickly. Empathy – Victim companies call for emergency assistance. Confidence with absence of Ego. Self-Disciplined - Proven to be good at time management, organization, and demonstrate discipline in their process and everyday business. Self-aware – Has a solid understanding of their strengths and weaknesses and what they need to work on. Attention to detail. Strong presentation skills, both in person and via virtual channels. Experience managing an entire sales cycle from discovery to closed won. Minimum 3+ years Sales experience generating net new business. Proven experience selling a complex multi-product architecture to Mid – Enterprise organizations, selling into C-level Executives to Evaluator-level Engineers. Track record of exceeding expectations in an

individually focused, quota carrying role. Minimum 2+ years sales program development experience (not tech, SaaS, or Security specific). Technical aptitude and ability to learn new business and technical concepts quickly. Security and/or SaaS Sales experience a plus Ability to travel 25-50%#LI-Remote#LI-AL1#LI-HI1 Benefits of Working at CrowdStrike:Remote-first cultureMarket leader in compensation and equity awards with option to participate in ESPP in eligible countriesCompetitive vacation and flexible working arrangementsPhysical and mental wellness programs Paid parental leave, including adoption A variety of professional development and mentorship opportunitiesAccess 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 countryWork 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 , for further assistance. Similar Jobs (1)Specialist Sales Manager, NG SIEM (Remote, UAE) locations UAE - Remote time type Full time posted on Posted 17 Days AgoCrowdStrike 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.

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