

United Arab Emirates Jobs Expertini®

Sales Account Manager - Odoo

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Company: lwesabe

Location: , , United Arab Emirates

Category: sales-and-related

The Sales Account Manager - Odoo Will Be Responsible For Driving Sales Of The Company's Odoo Software Solutions To Businesses. They Will Identify Potential Clients, Build Strong Relationships, And Work Closely With The Sales Team To Achieve Revenue Targets. The Account Manager Will Also Provide Ongoing Support And Assistance To Clients, Ensuring Their Satisfaction And Continued Usage Of Odoo. Responsibilities:

- Generate leads and identify potential clients in need of Odoo solutions through various channels such as networking, cold calling, and industry events.
- Conduct compelling sales presentations and product demonstrations to articulate the benefits and value proposition of Odoo solutions, effectively addressing client pain points.
- Cultivate and maintain strong, long-term relationships with clients, serving as their trusted advisor and ensuring a high level of client satisfaction.
- Collaborate closely with the sales team to understand client requirements and craft customized Odoo solutions tailored to their specific business needs.
- Prepare comprehensive proposals, contracts, and pricing agreements that align with client objectives and expectations.
- Facilitate seamless onboarding and implementation processes for clients, coordinating with internal teams to ensure a smooth transition and successful deployment of Odoo solutions.
- Provide ongoing support and assistance to clients, promptly addressing any issues or concerns to ensure their continued satisfaction and usage of Odoo.
- Consistently meet or exceed monthly and annual sales targets, demonstrating a results-driven approach and commitment to achieving business objectives.
- Stay abreast of the latest features, updates, and best practices in Odoo, continually enhancing product knowledge and expertise.
- Deliver regular reports and forecasts to the sales manager, providing insights into

sales performance, pipeline development, and market trends. Requirements: •Proven track record of success in sales, with a minimum of 3 years of experience in selling software solutions, preferably in the ERP or business software industry. •In-depth knowledge of Odoo or similar ERP solutions is highly desirable, along with a demonstrated ability to effectively communicate technical concepts to non-technical audiences. •Strong sales acumen and negotiation skills, with a proven ability to identify opportunities, overcome objections, and close deals. •Excellent verbal and written communication skills, with the ability to articulate complex ideas clearly and persuasively. •A customer-centric mindset and a passion for understanding and addressing clients' business requirements, driving value through innovative solutions. •Bachelor's degree in business, marketing, sales, or a related field is preferred. Relevant certifications in sales, ERP systems, or related areas are a plus. •Proven ability to thrive in a fast-paced, dynamic environment, with a high degree of adaptability and resilience in the face of changing market conditions and client needs.

#J-18808-Ljbffr

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