

Sales Consultant

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Company: Datahash

Location: , , United Arab Emirates

Category: management

Job Description:As a Sales Consultant at Datahash, you will report to the Regional Sales Lead and focus on delivering compelling product demonstrations and presentations to mid-market prospects within your assigned region. Your primary responsibility will be to effectively communicate the value proposition of Datahash solutions and address prospect requirements during demos and presentations. Additionally, you will be responsible for maintaining pitch decks to meet region-specific asks and providing valuable insights to support the sales process.

Roles and Responsibilities:

- 1. Product Demonstrations:** Conduct engaging and informative product demonstrations to mid-market prospects, showcasing the features and capabilities of Datahash solutions. Tailor demonstrations to address specific prospect requirements and use cases, highlighting the relevance and benefits of Datahash products.
- 2. Pitch Deck Maintenance:** Maintain and update pitch decks to ensure they accurately reflect the latest product features, use cases, value propositions and customer base. Customize pitch decks to meet region-specific asks and address prospect needs effectively during presentations. Collaborate with prospects to understand their business objectives, challenges, and requirements. Provide pre-sales consultation and guidance on how Datahash solutions can address prospect needs and deliver value.
- 4. Technical Expertise:** Develop a deep understanding of Datahash products, features, and functionality.
- 5. Support for Sales Process:** Assist the Regional Sales Lead in preparing for meetings and presentations, providing insights and recommendations to enhance the sales process. Collaborate with internal stakeholders, including Product and Marketing teams, to address prospect questions and concerns effectively.

Requirements:Should have 3-5 years of working experience. Previous experience

in sales or pre-sales solution consulting roles, preferably in a technology or SaaS environment. Strong communication and presentation skills, with the ability to articulate complex concepts clearly and persuasively. Technical expertise and a solid understanding of data management, analytics, and digital marketing concepts. Goal-oriented with a focus on delivering high-quality presentations and contributing to revenue growth. Analytical mindset with the ability to understand and address prospect requirements effectively. Self-motivated with a proactive attitude and the ability to work independently.

1. Work From Anywhere: Your office can be anywhere you like. Seriously, anywhere.
2. Your Hours, Your Call: Work early bird hours or burn the midnight oil. It's all good.
3. Get in on the Action: ESOP? Yeah, you get a piece of the pie too.
4. Health is Wealth: We've got you and your family covered, health-wise.
5. Cool Vibes Only: Our work culture is as awesome as your favorite hangout spot.
6. Epic Offsite: Once a year, we go all out. Think fun, sun, and maybe a cocktail or two.
7. Coworking Access: Need a change from your home office? We've got spots.

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