United Arab Emirates Jobs Expertini®

Sales Development Representative (Remote, UAE)

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Company: CrowdStrike Holdings, Inc.

Location: , , United Arab Emirates

Category: sales-and-related

Sales Development Representative (Remote, UAE) page is loadedSales Development Representative (Remote, UAE) Apply locations UAE - Remote time typeFull time posted on Posted 5 Days Ago job requisition idR16551 #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 at an exciting juncture and we are growing our Sales Development team in Dubai! We have a fantastic team culture where our SDRs (Sales Development Representatives) celebrate and win together, and who enjoy fantastic promotion and development pathways.This role will be building top of funnel opportunities and be the FIRST point of contact for many of our customer wins. You must be extremely results driven, customer focused, technologically savvy, and adept at building internal relationships and external partnerships to attack the market with passion! If you're eager to advance your technology sales career, read on!What You'll Do:Actively engage our prospective customers to identify new opportunities for CrowdStrike over the phone Run a sophisticated

Sales process from Prospecting to ClosureDiscover and drive new business opportunities within mid-market and corporate accountsConduct high level discovery calls with the C-suite / VP decision makersBecome a cyber security expert and thought leaderEarn a black belt in competitive selling and objection handlingCollaborate with marketing and channel partners to execute on a successful go-to-market strategyProvide exceptional and high touch customer service, including escalation and coordination of support issues as neededBecome an insider within the Cyber Security Industry and become an expert at expert of CrowdStrike productsStay 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 Next Generation Endpoint market spaceWhat You'll Need:A strong desire to create a successful career in technology salesTechnical aptitude and ability to learn new business and technical concepts quicklyCompetitive nature, but also a collaborative team playerStrong presentation skills, both in person and via virtual channelsCustomer Service or sales background a plusPerks of the Job in Your Location:Access to CrowdStrike University, LinkedIn Learning and Jhanna – hundreds of technical and soft skills learning and development programsReal opportunities to grow your career – 23% of all our hiring is via internal moves and promotionsWellness daysESPP (employee stock purchase program)Equity and stock grants#LI-AL1#LI-RemoteBenefits 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. About Us

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.

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