

United Arab Emirates Jobs Expertini®

Sales Director

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Company: LotusFlare

Location: Dubai

Category: healthcare-practitioners-and-technical

You will be responsible for driving the expansion of LotusFlare's business across the Middle East and Africa region. You will be the leader of LotusFlare's sales and business development initiatives with the goal of adding new accounts to our business in the MEA region with initial focus on GCC markets.

RESPONSIBILITIES:

Enterprise sales position responsible for prospecting, engaging and acquiring new communications service provider clients in MEA.

Work independently and proactively with minimal supervision

Develop and maintain relationships with executives in the telecom, media, cloud and system integrator (SI) domains in the GCC markets to help build brand identity and access to opportunities at target CSPs.

Manage end to end BD sales funnel, including generating new prospects, creating opportunities, qualifying prospects and driving to closure

Work with LotusFlare marketing to identify market trends, key messages and give input to marketing campaigns for ME

Work cross-functionally with LotusFlare product, sales engineering and commercial

teams to support pursuits across client engagement, solution development, pursuit management, deal response, contracting and closure

Prepare reports on BD status to communicate the progress of monthly/quarterly initiatives to internal stakeholders

Reporting to chief commercial officer

Track invoices, POs, SOWs or contract renewal paperwork

REQUIREMENTS:

10+ experience in sales, business development or account management

5+ years of experience working for an enterprise software company that sells into Telecommunications Operators in the MEA region.

Engg. or BS in Science or another related field. MBA a plus

Proven track record of success in achieving or exceeding sales quota in the MEA region.

Experience with B2B sales and how to qualify and advance prospects through a sales pipeline

Conversant with the telecoms BSS domain and solutions supporting digital telco platforms

Consultative selling skills with an understanding of market insights specific to the MEA region.

Strong commercial understanding with past exposure to contracting and negotiations

Exposure to project management and client delivery.

Comfortable with demos, RFPs, contracts, SOWs, POs, invoices and the 'nuts and bolts' of commercial sales for enterprise software projects

Excellent presentation and communication skills (verbal and written English)

Established 'Rolodex' of contacts in MEA telecom operators and industry partners

Flexible to be able to work across global timezone as needed.

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