

## Sales Director Jobs In Dubai | Xage Security

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Company: Xage Security

Location: Dubai

Category: other-general

### Sales Director Jobs In Dubai | Xage Security

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Xage is the first and only zero trust real-world security company. Powered by the Xage Fabric, the company's Identity & Access Management (IAM), remote access and dynamic data security solutions allow customers to secure, manage and transform operations. With its distributed, scalable and easy-to-operate Fabric, Xage solves the complex digitization challenges of the real-world operations we rely on. Xage customers include leaders in manufacturing, energy O&G, utilities, Space, logistics and transportation.

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### Responsibilities

Kick starts the sales and business development expansion in the UAE and Africa Region

Develop a sales growth plan for the region to include building the required sales and support organization, direct and indirect sales plan as well as Marketing and events strategy.

Responsible for direct engagement and go to market plan with the top Industrial, Critical Infrastructure and Utilities organizations in the UAE and Africa Region.

Establish an effective indirect channel go to market strategy that utilizes specialized cyber security partners to initiate and expand Xage presence with their respective markets.

Develop an optimized marketing and event strategy to intelligently increase the brand and exposure of Xage in the UAE and Africa region.

Ensure that all sales opportunities are well recorded in hubspot with the right information

and details.

Involve Xage higher management and executives in the pursuit and acquisition of strategic prospects and customers.

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Requirement

Involve Xage higher management and executives in the pursuit and acquisition of strategic prospects and customers.

Establish and develop strategic alliances and cooperation with CyberSecurity management consultants (EY, KPMG, PwC, Deloitte, Accenture & others) and Industrial Automation companies (Schneider, Rockwell Automation, Siemens, Yokogawa & Others)

Ensure that the assigned sales target for the territory is consistently being met and overachieved

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