

United Arab Emirates Jobs Expertini®

Sales Executive

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Company: Velocity Global

Location: , , United Arab Emirates

Category: sales-and-related

We are looking for an individual in EMEA to focus on new geographical territories and drive new business. This full-time remote position is an individual contributor role on the direct sales team and is responsible for meeting / exceeding the Company's annual revenue and booking quota for an assigned geographic territory with wide lists of accounts, ranging from Mid to Large enterprise organizations. This role is responsible for developing sales opportunities through prospecting, marketing and leveraging a partner ecosystem to acquire new business for Velocity Global. The individuals interested in this role must demonstrate strong business acumen and be skilled in creating and executing go-to-market and business plans and have the ability to navigate the requirements of multiple stakeholders across a business. They will relish in the pace of a high growth environment and embrace the opportunity to solve companies' international growth strategies in a truly revolutionary way. Initially Reporting to the EMEA VP Sales, these roles will have a strong emphasis on ownership and accountability as you take control of your own destiny to create, develop and grow something special. If you want to be a regional sales leader, this is the role to take you there.

RESPONSIBILITIES

- Demonstrated ability to develop and maintain effective business, sales, and marketing plans to manage a territory's activity and development.
- Identify new accounts and introduce the Velocity Global value proposition to key decision-makers
- Strong ability to create sales presentation messages, positioning statements, and other sales collateral.
- Strong business acumen.
- Effectively transfers thoughts and expresses ideas using speech and listening skills to influence others and gain support
- Adjust to new, different, or changing requirements
- Listens with objectivity and checks for understanding
- Persists despite

obstacles and opposition or set backs Demonstrated ability to successfully negotiate complex contracts Proven track record achieving/exceeding quota targets Properly forecast monthly, quarterly, and annual revenue numbers for assigned territory. Use quarterly forecasting and pipeline management to manage sales growth Competitive, high achiever Holds self-accountable for results Conveys a sense of urgency and drives issues to closure Develop and maintain a high level of knowledge about Velocity Global's products and services, marketplace served, competitive landscape, and other business issues relevant to the position. Provide constant feedback to Sales management on the territory environment. Share input with other departments in preparing sales materials and technical publications. QUALIFICATIONS/SKILLS 8+ years of experience in prospect-facing sales roles preferably within Enterprise software sales 4+ years of experience generating self-sourced outbound leads Coachable-listen and hear constructive criticism and take immediate action Excellent presentation, negotiation and follow-through skills Persistent, disciplined and motivated attitude The ability to work independently and self-manage consistently Strong consultative customer service and project management style Drive, strong work ethic and a passion for creating unparalleled customer experiences Ability to assimilate information quickly. We do business across 185+ countries so there is a lot to learn! Anticipated estimated travel of 20% GO FARTHER WITH VELOCITY At Velocity Global, we're building a dream team made up of the world's best talent. We're looking for people like you to join us as we make opportunity borderless for people everywhere. ABOUT VELOCITY GLOBAL At Velocity Global, our values represent who we are and the company we want to be. We harness the power of our values to bring our unique talents together in pursuit of our common goals. In partnership with our customers and ourselves, we are better together, and together, we win. We are dedicated to fostering diversity and inclusion across our organization, embracing the rich tapestry of cultures, backgrounds, and perspectives that our global team brings together in offices around the world. Velocity Global is an Equal Opportunity Employer committed to empowering individuals from all walks of life to achieve their professional goals with us, regardless of race, religion, gender, gender identity, pregnancy, disability, sexual orientation, age, national origin, citizenship status, or genetic information. We actively seek and encourage applications from diverse candidates, including those with disabilities, and offer accommodations throughout the selection process upon request. Please refer to our present benefits offering here.

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