

United Arab Emirates Jobs Expertini®

Sales Executive

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Company: GamaLearn

Location: abu dhabi

Category: other-general

Client & Partner Engagement: Build relationships with key decision-makers in K-12, Higher-Ed, and Vocational Schools, and work collaboratively with channel and global partners to drive consortium-level deals and co-sell motions. Product Demonstrations: Conduct sales presentations virtually, underlining the value of our technology in enhancing learning experiences. Lead Nurturing: Collaborate with the Sales and CRM teams to develop and nurture leads, ensuring continuous communication and engagement. Business Development: Identify and cultivate opportunities that leverage our products, services, and revenue-sharing models with both customers and partners. Technical Consultation: Address inquiries and provide technical guidance, ensuring alignment with client and partner requirements. Pipeline & Strategy Development: Build a robust sales pipeline, develop commercial strategies, and expand our educational offerings. Sales Targets: Achieve semi-annual revenue targets, staying informed of market trends and competitor strategies. Technical Support: Provide technical expertise in support of pre-sales activities, answering technical questions, and providing guidance. Proposal Development: Assist in preparing and presenting technical proposals, including RFP responses and tailored presentations. Cross-functional Collaboration: Work closely with product management and engineering to stay up-to-date with the latest developments and ensure alignment with customer needs. Training and Development: Engage in continuous learning and development activities to transition into a business developer role within the specified timeframe. Requirements Education: BS in Business Administration or a related field. Experience: Minimum 5+ years in sales, preferably in the Ed-Tech domain,

encompassing software, assessment solutions, learning models for K-12, Higher-Ed, Ministries, TVETs, and related sectors. Technical Acumen: Proficiency in selling technological products, especially in blended learning, learning management systems, or educational software. Sales Skills: Demonstrated skills in sales goals achievement, negotiation, and market knowledge development. Language Proficiency: Superior written and verbal communication in both Arabic and English. Attributes: Energetic self-starter, charismatic, exceptional organizational and planning skills, and a collaborative spirit. Customer Orientation: Proven ability to build strong customer relationships, with a focus on understanding and addressing customer needs. Travel: Willingness to travel as needed to engage with customers and attend relevant events.

#J-18808-Ljbffr

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