

# United Arab Emirates Jobs Expertini®

## Sales Manager- Dubai

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Company: Exotel

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### LocationDubai

**This role is based out of Dubai and will require prior Field Sales Experience in Dubai in order to be successful in this role**

### About Us

Exotel is the emerging market's leading full-stack customer engagement platform comprising our suite of communication APIs, omnichannel contact center (Ameyo) & conversational AI platform (Cogno AI) in the cloud. We are on a mission to move enterprise customer communication to the cloud. In 2021, we powered over 7.5 billion calls and connected over 600 million people. We work with some of the most innovative companies such as Ola, Swiggy, Zerodha, Whitehat Jr, Practo, Flipkart, GoJek, etc. We also power customer communication for some of the top banks in the country. Join us on this journey to make a difference in how companies look at customer communication. Read our growth story.

### What will you do

- The prospect will be responsible for the sales of products/services in the Enterprise segment in the assigned region/industry vertical and achieve the sales revenue targets.
- Own the sales cycle right from prospecting clients/opportunity, introducing the company, positioning, presenting solutions, negotiations till the closure of sales.
- Create/maintain excellent relationships with CXO's from clients and partners.
- Develop and implement new logo acquisition strategy and market mapping strategy in the assigned territory/ vertical.

- Prepare business development strategies by proactively researching and anticipating prospective client needs.
- Secure business opportunities by cultivating mutually beneficial business relationships with current and potential clients.
- Manage relationships with existing clients drive upsell and cross sell opportunities.
- Managing the partners in the assigned region and grow the Partner network

### **What are we looking for:**

#### Sales Skills :

- Ability to engage and influence key stakeholders in accounts Effective in performing technical/functional activities required during the sales cycle.
- Past experience in solution selling to enterprises in assigned geography (CRM/ERP/Enterprise/ Contact Centers/ SaaS/ CPaaS solutions ) is desired.
- Concept selling, software solution sales experience is good to have.
- 5-8 years Software/Solution sales experience.

#### Technical Domain expertise (Good to have) :

- Should not be averse to understanding Technology.
- Should be comfortable in understanding and explaining technology and solutions with a consultative approach.

#### Ownership & Commitment :

- Able to see the larger picture, willing to take responsibility for tasks and initiatives in the respective regions and accounts.
- Attention to detail in planning and communication.
- Focused and Driven to chase aggressive growth targets.

### **Preference of Professional background :**

- Direct Sales Experience in Solution Sales (CRM/ERP/Enterprise/ Contact Centers/ SaaS/ CPaaS solutions)
- Experience of Selling in the assigned international region/vertical.

#### Preference of Educational background:

- B.Tech/MBA is preferred.

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