

United Arab Emirates Jobs Expertini®

Sales Manager - Edutainment

[Apply Now](#)

Company: Visionaries FZ-LLC

Location: , , United Arab Emirates

Category: sales-and-related

Location: United Arab Emirates (In-person) Scope: Full Time Remuneration: AED 15,000

monthly About the Role We are hiring a Sales Manager to drive the establishment and growth of our edutainment business with leading educational institutions in the United Arab Emirates.

Your job will involve prospecting, building relationships, closing sales with some of the region's largest and most innovative learning institutions, and driving revenue for Business Heroes: Food Truck Simulation. You will pre-qualify institutions, interact with faculty, build trust, communicate the advantages and contribution of the game to their students' development process, and onboard institutions. Our company culture is passionate, quality-driven, innovative, honest, and responsive. If you think those words describe you – you should drop us a line! Pre-qualification test You need to take a test to be considered. Click the Apply Now button to enrol for the test by emailing us your CV. We will contact you with the test details.

Responsibilities Develop new relationships at leading institutions of learning to unlock new revenue opportunities. Establish Institution's objectives, prepare tailored sales pitches, and effectively manage daily business relationships. Meet and surpass agreed revenue targets, margin, and market share. Develop an actionable Business Plan for assigned territory, including competitor and market analysis. Report on sales pipeline, forecasts, goals, and client sentiments regularly Maintain updated documentation of activities, opportunities, threats, and contacts in our official log Attend key educational events and festivals as necessary.

Requirements Belief in the goal of Visionaries: Creating video games to make the world a better place. +3 years of successful track record of B2B sales, preferably in Education Technology, with an established network of industry contacts Ability to travel for in-person

meetings across UAE. Demonstrated ability to interpret a client's objectives, formulate an aligned solution, and present accordingly Experience in cross-functional collaboration A good understanding of what differentiates Serious Games from Edutainment GamesExcellent interpersonal and communication skills Possessing a high level of integrity, guided by a sound set of moral principles Fluency in written and spoken English A sense of independence and ownership Visionaries studio was founded in January 2020 to design and publish business simulation games. Our team members are from the US, Europe, Africa, and Asia. We are all driven by the same vision: To empower, entertain, and educate the world by creating the largest virtual economy. Working remotely is a challenge and requires extra effort from team members to build a strong company culture. We do regular video conference calls to catch up on work and have friendly discussions; it is not always about work. We believe in "focus time" or "Flow", a set number of hours per day during which team members can be super productive. Flow time differs for everyone; that is why we have flexible hours. We believe that because work is a part of life, parents should be able to pick up their kids from school and attend to the need of their loved ones while enjoying a fulfilling career. We have a weekly online gaming session during the weekend. As we build a culture remotely, honesty is one of our most important values. We trust that everyone in the team is working towards the same goal and holding each other accountable for our company values. At Visionaries, we celebrate differences and care deeply about diversity and inclusion. We encourage everyone to apply for this job who thinks they would be a fantastic addition to our team.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

- 1. Sales Manager - Edutainment Searchlondonjobs Jobs , , United Arab Emirates**
[Searchlondonjobs ↗](#)
- 2. Sales Manager - Edutainment Bahrainjobs Jobs , , United Arab Emirates**
[Bahrainjobs ↗](#)
- 3. Sales Manager - Edutainment Referralrecruits Jobs , , United Arab Emirates**

Referralrecruits ↗

4. Sales Manager - Edutainment Jakartajobs Jobs , , United Arab Emirates Jakartajobs ↗

5. Sales Manager - Edutainment StartupjobsnearmeJobs , , United Arab Emirates Startupjobsnearme ↗

6. Sales Manager - Edutainment Findfulltimejobs Jobs , , United Arab Emirates Findfulltimejobs ↗

7. Sales Manager - Edutainment CeojobsJobs , , United Arab Emirates Ceojobs ↗

8. Sales Manager - Edutainment Findfreelancerjobs Jobs , , United Arab Emirates Findfreelancerjobs ↗

9. Sales Manager - Edutainment PropertyjobsJobs , , United Arab Emirates Propertyjobs ↗

10. Sales Manager - Edutainment Indonesiajobs Jobs , , United Arab Emirates Indonesiajobs ↗

11. Sales Manager - Edutainment ElectricianjobsJobs , , United Arab Emirates Electricianjobs ↗

12. Sales Manager - Edutainment Southafricajobs Jobs , , United Arab Emirates Southafricajobs ↗

13. Sales Manager - Edutainment Directorjobs Jobs , , United Arab Emirates Directorjobs ↗

14. Sales Manager - Edutainment UruguayjobsJobs , , United Arab Emirates Uruguayjobs ↗

15. Sales Manager - Edutainment Searchamericanjobs Jobs , , United Arab Emirates Searchamericanjobs ↗

16. Sales Manager - Edutainment Nodejobs Jobs , , United Arab Emirates Nodejobs ↗

17. Sales Manager - Edutainment Warsawjobs Jobs , , United Arab Emirates Warsawjobs ↗

18. Sales Manager - Edutainment Berlinjobsearch Jobs , , United Arab Emirates Berlinjobsearch ↗

19. Sales manager - edutainment Jobs , , united arab emirates ↗

20. AMP Version of Sales manager - edutainment ↗

21. Sales manager - edutainment , , united arab emirates Jobs ↗

22. Sales manager - edutainment Jobs , , united arab emirates ↗

23. Sales manager - edutainment Job Search ↗

24. Sales manager - edutainment Search ↗

25. Sales manager - edutainment Find Jobs ↗

Source: <https://ae.expertini.com/jobs/job/sales-manager-edutainment--united-arab-emir-visionaries-fz-llc-411-125622/>

Generated on: 2024-04-28 by Expertini.Com