

United Arab Emirates Jobs Expertini®

Sales Manager Government and Telcos

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Company: Intersec Group

Location: , , United Arab Emirates

Category: sales-and-related

How about Intersec? We're a team of 160 people, with offices in Paris (HQ), Dubai and Singapore. Intersec Group is a French a GeoData software vendor, we develop innovative software programs that allows telecom operators to leverage data acquired through their networks, to enrich their services or improve their internal processes. Our technology process and consolidate massive amounts of data from heterogeneous computing devices and networks, transforming them into real-time factual elements that are intelligible for decision-making. Intersec Group modular and highly scalable solutions range from basic customer management to location-based services and business analytics. They are deployed in more than 80 countries, through an open architecture, with no 3rd party dependency. We collaborate with leading telecommunications operators and governments around the world, tackling critical Data management and Geolocation challenges.

Your Responsibilities: Within the Sales team, you will be based in Latin America and reporting to the CRO. Your mission is to plan and execute strategic and tactical plans to achieve sales objectives:

- **Strategy** Assist in driving the company's product and market strategies.
- **Build, develop and maintain profitable partnerships with C level stakeholders.**
- **Business** New account acquisition, including prospecting, directly and indirectly following up on inbound leads, generate new organic leads, qualifying, solution selling, negotiation and closing.
- **Identify local customer needs and grow our customer base in assigned territory through solid solution selling propositions.**
- **Acting as a strategic selling leader to close significant deals and hit sales quotas in timely manner.**
- **Developing commercial activities using key metrics and prepare reports for senior management, within assigned territories.**
- **Cross-sell**

products, when appropriate. Market● Create awareness about Intersec in several accounts and groups where the name was not heard before.● Represent Intersec in industry or promotional events (e.g., trade shows) and recruit new sponsors.● Manage partners and clients' relationships. Resilient and result oriented with a proven track record in sales in Latin America with the Government (mainly Ministry of Home Affairs, Defence & Disaster Management Agencies) and Telecommunications industry. At least 10 years professional sales experience in relevant markets. Profound understanding of various licenses of business models (subscription, SaaS, term-licensed). Experience in selling in Telcom environment (Core Network equipment, Radio, CRM, VAS Platform). Consistent and documented success in selling large deals exceeding \$1 million. Trusted advisor, selling on C level in B2B and B2G markets. In-depth understanding of market research methods and analysis. Business cased focus: able to drive a business case, build a value proposition. Strong skills on selling value-based solutionExcellent customer service (Client's reference checks will be performed). Excellent organizational, leadership and negotiation skills. Outstanding communication and interpersonal skills. Knowledge of CRM software (Salesforce ideally) and Microsoft Office Suite. Availability to travel as needed. English, Spanish, and Portuguese fluency are essential.If you look up to strategic solution selling challenges and care about managing end-to-end opportunities with stature clients. If you're passionate about big data and cutting-edge solutions: we install a completely innovative solution, which manages phenomenal amounts of data and which allows our clients to find new sources of revenue (Big data, Campaign manager, geolocation, location-based advertising). If you're looking for an international scope and eager to travel for business necessities. If you enjoy multicultural environment (+25 nationalities). Paid Time Off Work From Home Training & Development Performance Bonus Freelance positionPlease provide your resume in English

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