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Description:Emirates is the world's leader in networked Audio & Video Systems. For more than 40 years, we've focused on making exceptional AV hardware and software for both enterprise and everyday applications. In spaces large and small, from conference rooms to complex enterprise applications for universities and beyond, our products help people connect and communicate. We are seeking a proactive and positive Regional Sales Manager focused on the GCC countries, especially UAE and Qatar.

Responsibilities:Manage all elements of the business relationship between Biamp and its regional partners.

Train and sell to partners on all aspects of Biamp's equipment, its functions and its uses.

Work with decision makers to specify Biamp and our products in tenders and bids in the region.

Provide technical and commercial feedback to Biamp from customers in the region.

Qualify incoming leads and creating proposals/quotations.

Staff trade show booths locally and occasionally outside the territory.
Requirements:The successful candidate will possess the following combination of experience, knowledge and skills:

Relevant education or 5+ years of relevant technical experience.

Strong technical knowledge in audio/video.

Experience from the professional audio marketplace including a knowledge of the market

and players in the Middle East.

Experience with computer networking (preferably including audio and video networking).#J-18808-Ljbffr

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