

# United Arab Emirates Jobs Expertini®

## Sales Manager - KSA

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Company: Cyberbit Ltd

Location: , , United Arab Emirates

Category: sales-and-related

Cyberbit Range is the world's leading cyber-security training platform for cyber professionals with clients from Fortune 500, Universities, Governments, and Militaries globally. Sounds intriguing? That's because it is! Cyberbit Range deploys real-world attacks using reverse engineered malware onto a virtual corporate network, allowing users to defend against live attacks using commercial grade security tools to effectively train cyber professionals in industry standard detection, response, and attack mitigation techniques. We are seeking a Sales Executive to team with internal and partner resources to effectively cultivate customer relationships and drive new business in prospective accounts. Responsibilities - Manage prospecting and sales activities in assigned territory with a focus on new product pipeline growth. - Develop close plans for targeted opportunities and drive opportunities to closure. - Develop opportunities and relations with end users/customers (direct sales) and drive them to closure. - Develop relationships with key partners for growth of our products within their markets. - Develop a targeted partner plan that maps partner strengths (customer relationship, contracts) to accounts and target opportunities. - Focus on account mapping with partner reps, forming an integrated account plan and ultimately optimizing revenue in accounts and exceeding the forecast. - Update and manage pipeline and prepare revenue forecasts. Requirements - Minimum of 7+ years' experience in enterprise software sales. - At least five years of Cyber Security vendor sales experience. - Requires the ability to work independently with substantial latitude for action and decision while maintaining focus on achieving optimal outcomes as part of a collaborative development effort. - Sales experience in the FSI vertical - an added advantage. Why You'll Love Working With Us Cyberbit is a place for

passionate innovators, builders and doers who are looking to take part in the development of a disruptive solution and keep our world safer from cyber-attacks, using the most advanced technologies and tools. We know that achieving a critical mission such as ours requires incredible talent, which is why you will be working alongside inspiring tech leaders who are all in for teamwork! As a team member, you can expect to make a difference through your work by helping us achieve our goal to ensure the world's networks are secure. We support one another with kindness, near or far. We are committed to being attentive to the needs of our peers and colleagues by showing generosity with our time and knowledge.

#J-18808-Ljbffr

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