

# United Arab Emirates Jobs Expertini®

**Sales Manager- Region: Middle East**

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Company: IntelliBoard

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Regional Sales Manager -Middle East Company Name: IntelliBoard Department: Sales  
Employment Type: Full-Time, Remote Job Title: RSM Reporting structure: Chief Revenue Officer  
WHO WE ARE: IntelliBoard is on a mission to improve learning outcomes through data. Our goal is to empower data-driven organizations to simplify processes, solve problems, and promote action informed by what your data is telling you. As a VC-backed SaaS company in EdTech, IntelliBoard provides the most comprehensive Learning Analytics platform on the market today globally; Power that combines data from a wide variety of sources: the Learning Management System (LMS), Student Information System (SIS), HRIS, and other individual tools, or even spreadsheets. IntelliBoard is comprised of data-loving, education-focused, and care-centric folks brilliant in the skills they bring to you. We dream BIG and share the same vision, but each provides a unique perspective. We strive to provide a well-rounded approach to all that we do. And we genuinely like working with each other and with our clients. WHY INTELLIBOARD: We are well-funded, and our investors include Connecticut Innovations, the State's venture capital arm, Leta Capital, and others. Our addressable market was \$15.8 billion in 2021 and is forecasted to be \$37.8 billion by 2026 according to leading global research. Our global platform has served over 45 million students to date. We currently have over 500+ customers and a robust sales pipeline of new customers and established integration partnerships with Blackboard, Moodle, and over 20 others. REGIONAL SALES MANAGER MISSION STATEMENT: As the Regional Sales Manager you are viewed as the CEO of the region or segment. You will author the GTM plan while leading cross matrixed team towards a common goal. You will be

responsible for establishing and driving the overall sales activities needed to support client acquisition within a designated geography or segment. You are a skilled communicator, highly effective at distilling market pain while mapping solutions to solve problems in a value-based manner. You feel comfortable in high stakes selling and relationship building situations. You will be responsible for acquiring new clients & growing revenue via prospecting, qualifying, selling and closing sales opportunities. You will evangelize, inspire, lead and challenge the way decision-makers think and provide new, creative ways to approach age-old processes. **ACTIVITIES:** Meet quarterly and annual revenue targets. Manage perspective client relationships through all phases of the sales cycle. Conduct one-on-one and group sales presentations. To professionally adopt team sales processes, adhere to company policies and to use the systems and tools provided with fidelity. Plan and strategize marketing activities in collaboration with the marketing team. Utilize client stories to create reference-based selling strategies in collaboration with client success. Develop and maintain prospect and customer information based on industry data sources. Develop and maintain administrator relationships at all levels to help drive sales activities. Develop new opportunities that are maintained within your pipeline. Provide a consultative solution oriented, value-based sales process to prospects. **KPI's:** Meet quarterly and annual revenue targets. Meet pipeline generation, coverage and conversion targets. Meet product unit and ACV targets. **INTANGIBLES:** You are a self-starter, go-getter, solution-oriented professional who needs little direction to problem solve. You are confident, resilient and have the grit necessary to deal with common friction points that arise from creating a category. You are data and process driven. You are willing to step up beyond the core responsibilities to get the job done. You are an expert communicator and are skilled at persuading through words and authenticity. You have an entrepreneurial spirit that embraces continual learning, change and growth. You are curious and a risk taker who is willing to test, fail, learn. You care about being inclusive, promoting equity, and celebrating diversity. You are available to work a flexible schedule. You possess good knowledge and hands on mindset surrounding call coaching and email structuring to generate success from outreach. You are mission driven about solving material societal problems in addition to being commercially driven. **WHAT YOU ALREADY BRING TO THE TABLE:** Bachelor's degree in business, sales, marketing, or related field. Fluent in English. Experienced in selling on-demand SaaS, solution or subscription-based product. 5+ years of sales experience focused on growing existing business or new

business. Proven and consistent track record of achievement for closing small to large-size organization deals. Proficient with Sales Automation CRM and other like enablement tools and systems. Ability to process data through analysis while translating insights into corrective action. Ability to adapt, overcome objections, and learn complex solutions. Proficient in Word, Excel, Outlook, and PowerPoint. Comfortable demonstrating software to colleagues and clients. EQUAL OPPORTUNITY STATEMENT: IntelliBoard is committed to diversity and the principles of equal employment opportunity for all employees. You will receive consideration for employment without regard to race, color, religion, sex, pregnancy, national, social, or ethnic origin, age, gender identity and/or expression, sexual orientation, family or parental status, military status, marital status, mental or physical disabilities, or any other status protected by law. BENEFITS: IntelliBoard offers a robust benefits package that includes paid time off and professional development opportunities. Our culture sets us apart- we look forward to you learning more about us! Are you ready to join us and make a difference? Powered by JazzHR

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