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Responsibilities Account and Customer Relationship Management, Sales and Software License and Cloud Subscription Revenue.

Annual Revenue – Achieve / exceed quota targets.

Sales strategies – Develops effective and specific account plans to ensure revenue target delivery and sustainable growth. Develop relationships in new and existing customers and leverage to drive strategy through organization.

Trusted advisor – Establishes strong relationships based on knowledge of customer requirements and commitment to value (value of counsel and expertise, value of solutions, value of implementation expertise). Builds a foundation on which to harvest future business opportunities and accurate account information and coaching. Apply Also Pizza

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Requirement 5+ years of software or services sales experience.

Proven experience of selling enterprise software or SaaS solutions, ideally business applications gained within a major software vendor or system integrator

Successful history of net new business sales (direct), with the ability to prove consistent delivery against targets

Credibility at all levels and evidence of building positive relationships internally and with the customer,

Fluency in English and Arabic

Excellent consulting skills. Apply Also Tesla Careers 2023: UAE Job Opportunities

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