

United Arab Emirates Jobs Expertini®

Senior Direct Sales Manager

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Company: AIAlamein International University

Location: , , United Arab Emirates

Category: sales-and-related

Job Description

Responsibilities:Tencent is a world-leading internet and technology company that develops innovative products and services to improve the quality of life of people around the world. Founded in 1998 with its headquarters in Shenzhen China, our guiding principle is to use technology for good.We are not only a major video game publisher in the world, we also produce other high-quality digital content, enriching interactive entertainment experiences for people around the globe. We offer a range of services such as cloud computing, advertising, FinTech, and other enterprise services to support our clients' digital transformation and business growth.Cloud & Smart Industries Group (CSIG) is responsible for promoting the company's cloud and industry Internet strategy. CSIG explores the interactions between users and industries to create innovative solutions for smart industries via technological advancements such as cloud, AI, and network security. While driving the digitalization of retail, medical, education, transportation and other industries, CSIG helps companies serve users in smarter ways, building a new ecosystem of intelligent industries that connect users and businesses.We are looking for an experienced Senior Direct Sales Manage to join the fast growing, Tencent Cloud International ME team.Work with channel partners by promoting cooperative selling to the market. Understands customers' businesses and builds relationships with key decision makerDemonstrate s value relationships with key stakeholders.Provide leadership and guidance to other team members

Internet/ISV) and customer analysis. Work closely with the Solutions Engineer team in delivering and cycle for all accounts. Job Requirements Requirements: 10+ years' experience selling IT and cloud services at a senior level and working with C-

Levels in Partner organisations. Outstanding presentation and communication skills. Ability to communicate related problems in a positive manner. Strong in consultative and insight-

based selling. Experience articulating complex solutions to decision makers and executives. Proven ability to sell to C-level executives. Job Families for Job

Job Requirements

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