

# United Arab Emirates Jobs Expertini®

## Senior Manager- Sales and Business Development

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Company: Lemnisk

Location: , , United Arab Emirates

Category: other-general

Senior Manager- Sales and Business Development Description About the

Company: Immensitas Private Limited's offering Lemnisk, is a Customer Data Platform-led personalization and real-time marketing automation solution that delivers superior customer experiences resulting in increased conversions, retention, and growth for enterprises. The key capabilities include: Connectors to organize silo-ed marketing data sources and create a real-time customer oneview; Orchestrate individual customer journeys across the marketing tool ecosystem on the right channels at the right time using a proprietary in-built machine learning engine; Create 1:1 personalized experiences for each user across multiple marketing channels. We have offices in USA, Singapore, Dubai, and Bangalore. We are ISO 27001 and ISO 27018 certified. For more information, visit our website: [www.lemnisk.co](http://www.lemnisk.co)

How to apply: Interested candidates should submit their latest resume outlining their relevant experience

Responsibilities

- Create and execute new logo customer acquisition strategy for Lemnisk for BFSI vertical.
- Own and Deliver Quarterly/Annual order booking target.
- Own and lead end to end Sales process from lead generation, lead qualification, Proposal submission, Contract Negotiation and Closure for designated markets
- Proactively refine lead generation, lead qualification process and pitch forengaging customers/prospects

Qualifications

- Undergraduate degree in engineering (a must) &/ MBA is a plus, preferably from premier institutes
- Consultative Sales Experience: minimum 4 years
- Strong work ethic with demonstrated ability to meet and exceed sales commitments
- Experience in selling to enterprises, especially banks and insurance companies is a big plus
- Deep appreciation of technology and its ability to create value—especially in areas of big

data analytics, machine learning and personalizationReporting: COO How to Apply

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