

Senior Regional Manager - Sales

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Company: Datahash

Location: , , United Arab Emirates

Category: sales-and-related

Job Description:As a Regional Sales Lead at Datahash, you will report to the Assistant Vice President (AVP) of Sales and Account Management and play a pivotal role in driving revenue growth within your assigned region. You will be responsible for managing the end-to-end sales process, from lead qualification to contract negotiation and closure, as well as identifying upsell opportunities and driving additional revenue from existing customers. **Roles and Responsibilities:**1. Sales Process Management: Manage the sales process for prospects within your assigned region, from lead qualification to contract closure. Discover prospect requirements, align them with Datahash product and service solutions, define commercials, and facilitate negotiations and paperwork. 2. Account Management: Maintain relationships with existing customers within your region, identifying upsell opportunities and driving additional revenue. Provide ongoing support and assistance to customers, ensuring their satisfaction and retention. 3. Regional Strategy and Planning: Develop and execute sales strategies and plans to achieve revenue targets within your assigned region. Identify opportunities for growth and expansion within your region, and develop plans to capitalize on them. 4. Cross-Functional Collaboration: Collaborate with cross-functional teams, including Partnerships, Business Development and Marketing to ensure alignment and support for sales initiatives. Provide insights and requirements to Product team to cater to region specific customers and their integration, regulatory needs etc. **Requirements:**Should have 5-8 years of working experience. Previous experience in sales roles, preferably in the technology or SaaS industry. Experience in enterprise and mid-market sales, with a focus on solution selling and consultative sales approaches. Strong communication and interpersonal skills, with

the ability to build relationships and negotiate effectively. 1. Work From Anywhere: Your office can be anywhere you like. Seriously, anywhere. 2. Your Hours, Your Call: Work early bird hours or burn the midnight oil. It's all good. 3. Get in on the Action: ESOP? Yeah, you get a piece of the pie too. 4. Health is Wealth: We've got you and your family covered, health-wise. 5. Cool Vibes Only: Our work culture is as awesome as your favorite hangout spot. 6. Epic Offsite: Once a year, we go all out. Think fun, sun, and maybe a cocktail or two. 7. Coworking Access: Need a change from your home office? We've got spots.

#J-18808-Ljbffr

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