

Senior Sales Leader Jobs in UAE | BT

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Company: BT

Location: , , United Arab Emirates

Category: sales-and-related

1- Senior Sales Leader

Job: Full Time

Location: UAE

Description:

The role holder is responsible for delivering substantial new sales growth and is targeted on ICV and associated ICGM, by driving value activities and pipeline growth. The role holder leads all account engagement and is responsible for selling to and managing BT Global's largest acquisition target customers. These customers have zero or very small share of wallet with BT currently and they may be competitively held.

Job Responsibilities:

Plan and Execute to deliver strong sales growth with selected acquisition sector customers.

Build and manage a team of hunters to deliver sales growth plans and sales targets and objectives.

Providing ongoing monitoring and support to this team

Generate ICV and achieve ICVM targets

Job Requirements:

New business sales professional

10+ years depth of relevant experience

Customer relationship management at all levels, especially C suite.

Global business experience running dispersed teams

#J-18808-Ljbffr

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