

# United Arab Emirates Jobs Expertini®

## Senior Sales Representative, SMB Tech

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Company: Oracle

Location: Dubai

Category: healthcare-practitioners-and-technical

Sells a subset of product or services directly or via partners to small-and-medium sized accounts. The role is a combination of a Field Sales Rep and Inside Sales Rep.

Works to achieve maximum sales profitability, growth, and account penetration within an assigned territory. Territory may be combination of geographic, product, industry and other customer / market dimensions. Sells to the territory directly or via partners. The territory that this rep covers does not have an Inside Sales Rep or Field Rep. Utilizes inbound and/or outbound techniques to identify, qualify and close new opportunities. Manages accounts throughout the entire sales process, and collaborates with team members in business development, consulting and support to uncover all customer needs. Responsible for understanding Oracle's product offerings and competitive issues to develop solution proposals encompassing all aspects of the application. Travels to customer sites to identify / develop sales opportunities. Participates in the development, presentation, and sales of a value proposition. Onsite customer presentation with C-levels to negotiate and close strategic and complex deals. Liaises with customer contacts for the purpose of managing the customer relationship, identifying new opportunities and maximizing sales.

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