

Senior Solution Sales Executive Jobs in Dubai | ServiceNow

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Company: ServiceNow

Location: dubai

Category: other-general

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Job Responsibilities:Developing a sales strategy in the allocated territory with a target prospect list, and a regional sales plan for the Middle East region

Arranging and conducting initial Executive and CxO discussions and positioning meetings; close collaboration with your Solution Consulting counterpart and extended team to deliver 'art of the possible' demonstrations showcasing ServiceNow's Customer Workflows solution

Being the trusted advisor to the customer by understanding their existing and future Customer Engagement & Operations roadmap to drive the ServiceNow Customer Workflows platform

Close collaboration with Core Sales Teams (AE's, SC's, Leadership) and other ServiceNow Solution Areas (Customer, Employee, IT) to deliver outcomes-based solutions to our clients and prospects

In partnership with assigned Account Executive and Solution Consultant, present our Customer Workflows offering directly to prospects, customers, partners and at industry events and seminars

Support the regional ServiceNow partner channels to drive an effective customer

experience**Job Requirements:**Proven track record of over-achievement in solution sales, preferably within a Customer Service Management / CRM / CX / CPaaS vendor environment

Experience in Customer-oriented technologies such as Salesforce (Service Cloud) / Pega (CRM) / Microsoft (D365) / Oracle / SAP CX (or similar)

A strong understanding of the CRM or CX solution-related business processes
Able to thrive in a fast paced, growing, deadline driven environment
Willingness to go above and beyond to win in the market against stiff competition
Ability to communicate complex issues in simple terms via written and oral media, to a variety of different audiences
Ability to forge strong business relationships and connect with both C-level execs at customers as well as with individuals in ServiceNow internal and external eco-system
Excellent communication and presentation skills in Arabic and English
Regional travel required#J-18808-Ljbfrr

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