

United Arab Emirates Jobs Expertini®

SMB Channel Head for MEA

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Company: MyGwork

Location: dubai

Category: other-general

What You'll Do
Deliver on MEA SMB Channel business goals by building & executing Channel Sales Business plans for the countries of MEA in a tight collaboration with SMB Cloud & Software sales leadership team
Design and drive execution in all phases of partner lifecycle – identification, recruitment, partner mapping, enablement, joint GTM, revenue growth execution
In collaboration with SMB sales team and Oracle Value Added Distributors, identify and enable the right partners to achieve SMB goals in every specific country in the covered territory
Ensure alignment of SMB focused partners to SMB sales territories and goals
Drive business planning with SMB focused partners
In alignment with MEA SMB Sales Engagement rep and MEA SMB sales leaders, drive joint GTM campaign planning and execution with partners to deliver on indirect revenue business goals
Demonstrate a thorough knowledge of Oracle Technology propositions, articulate business propositions to partners and help them build meaningful business plans
Conduct regular business reviews with partners, SMB sales leaders & internal stakeholders to ensure alignment and tracking to the goals
Proactive operational excellence of SMB channel business transactions with upfront credit/compliance/agreements management
Be the key partner for the MEA SMB Technology leadership team and represent SMB Channel strategy
What You'll Bring
Minimum 5 years of channel sales management experience in MEA region
Strong analytical and organizational skills, ability to drive execution programmatically
Sales experience in SMB market preferred
Track record of running in the matrix role with various stakeholders
Self-Starter, able to roll up the sleeves, invent the approach and make the work done
Proficiency in English is a must.
Arabic or any other language of the region, it will be a plus.

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