

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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