

United Arab Emirates Jobs Expertini®

SMB Territory Manager - UAE.

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Company: Cisco

Location: Dubai

Category: healthcare-practitioners-and-technical

Small & Medium Business Territory Manager (SMB TM): Orchestrates the GTM plan, sales motions and resources targeting market share growth by understanding the market opportunity (white space and wallet share) and engaging key partners, distributors, and marketing to drive awareness/demand and net new customer acquisition.

What You'll Do

Plan and develop both cisco-led and partner-led demand generation activities in collaboration with Marketing.

Run business Intelligence for the Small & Medium business segment: Whitespace, wallet share & market trends.

Align with distribution on growth initiatives and partner activation.

Plan, design, and execute on scalable channel/distribution strategies to achieve goals – focused on scale play sales motions.

Develop partner-oriented growth plans and establish a target operating model.

Build strategic relationships across all levels with key partner/s for joint solutions, go-to-market initiatives including managed services and as a service scalable offering.

Forecast, measure, and report results of various projects, campaigns, and sales motions.

Who you are

You have market expansion/creation experience and business community engagement and

development background

Inclusive and collaborative - driving collaboration and cross-team alignment

Strong partner relationship management and solution development skills

Strong executive presence including communication and presentation skills with a high degree of comfort of public speaking to large and small audiences

Problem solving mentality using internal and/or external resources, conflict resolution, and follow through with partners

Be open for new processes, tools & ideas – you strive for continuous learning

Have knowledge and expertise in increasing channel impact on customer acquisition, renewal through a lifecycle approach.

Must think strategically about the business and identify a discrete set of activities which will have the maximum impact to assigned partner/s

Must have the ability to articulate and deliver business value to both internal and external stakeholders

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Cross References and Citations:

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