

Solution Sales Manager Jobs In Dubai 2022 | Supreme Netsoft Private Limited

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Company: Supreme Netsoft Private Limited

Location: , Dubai, United Arab Emirates

Category: other-general

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Job Description:

1. Extensive experience in selling IT product, services and solutions to mid-market and enterprise customers
2. Expertise in working on the proposal preparation for government and non-government clients
3. Good understanding and exposure to the web, mobile and client server platforms
4. Good understanding of the technologies such as .NET, Java J2EE, SAP, SharePoint, MS SQL and so on
5. Good understanding of the managed hosting services and selling strategies
6. Good understanding of the government tender guidelines and preparation mechanism and solutioning
7. Experience in client presentations on the products, solutions and services offered
8. Experience in working with different parties during tender proposal preparations where multiple parties are involved
9. Work closely with marketing, presales and project management teams to get the right solutions for the clients requirements
10. Establish and maintain good and cordial client relationship with potential contacts at business level

11. Preferably technically inclined and exposure to internet and mobile technologies and trends

Requirements

- Minimum of 3 years of experience as marketing of IT products and services
- Overall experience of 5 years
- Minimum degree in sales/marketing
- Preferably those who has experience in technical sales
- Good drafting and writing skills
- Good communication and coordination skills
- Good understanding of the direct, indirect and online sales strategies

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