

## Strategic Services Sales Manager – United Arab Emirates

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Company: Fluid Codes

Location: , , United Arab Emirates

Category: sales-and-related

Home Career Strategic Services Sales Manager – United Arab Emirates Strategic Services Sales Manager – United Arab Emirates Fluid Codes is seeking a Strategic Services Manager with deep basic technical expertise in the CAE domain as well as experience in business development. Responsibilities: Develop a market penetration strategy for the Middle East in the CAE market by considering differentiation as a generic strategy. Conduct company/market/industry research, identify key stakeholders, understand decision processes and establish decision criteria within target companies Should have experience in prospecting, lead qualification, maintaining healthy project pipelines for the CAE market. Maintain a high project conversion ratio. Work with prospects and existing customers to determine their simulation requirements and expectations and act as a bridge between customer and in-house engineering team. Should be able to clearly communicate customer project requirements and outcomes. Develop quotes and proposals by determining the scope, costs, and schedules. Responsible for administrative tasks surrounding making contracts, service revenue forecasting, budgeting, and payments. Through continual contact with various levels and departments within customer organizations, extend and elevate relationships by working to further understand needs, barriers to simulation adoption, improvement opportunities, and circumstances regarding the process of engineering product development. Identify and execute strategic consulting projects that can enhance the possibility of Ansys software sales. Excellent communication, cross-cultural intelligence, negotiation and presentation skills. Bachelor's/Master's degree (Mechanical/Aerospace/Chemical/Civil) or MBAMin 5-10+ years of successful technical

sales experience mainly in the services domain. Basic know-how in Computational Fluid Dynamics (CFD) or Finite Element Analysis (FEA) domain. Job Title Strategic Services Sales Manager – United Arab Emirates Accelerate your digital transformation with engineering simulation solutions Copyright 1997-2024. All Rights Reserved.

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