

Technical Account Manager (Sales)

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Company: Isteshari IT

Location: , , United Arab Emirates

Category: architecture-and-engineering

Job description

About Us:

Isteshari is a leading Information Technology Consulting firm dedicated to delivering innovative solutions to our clients. We are expanding our team and looking for a skilled Technical Account Manager to join us in supporting our sales team with technical expertise.

Responsibilities:

Provide technical support to the sales team during client interactions.

Conduct product demonstrations and proof of concepts to showcase technical capabilities.

Answer technical questions from clients during the sales process.

Collaborate with the sales team to understand client requirements.

Take ownership of the technical aspects of proposals, ensuring alignment with client needs and company capabilities.

Act as a technical liaison between clients and the sales team.

Address technical queries and concerns raised by clients during the sales process.

Manage and coordinate technical aspects of the sales process.

Ensure smooth integration between technical and sales functions for seamless client experiences.

Stay updated on the latest product features, industry trends, and technological advancements.

Provide insights to the sales team on how technical solutions meet client needs.

Qualifications:

Bachelor's degree in Information Technology or a related field.

Proven experience in a technical role, preferably in IT solutions or consulting.

Experience in conducting product demonstrations and proof of concepts.

Strong communication skills to effectively convey technical concepts to non-technical audiences.

Detail-oriented with the ability to analyze and understand client requirements.

Ability to answer technical questions from clients during the sales process.

Experience with proposal development and technical aspects of the sales process.

Benefits:

Performance Based Commission

Medical Insurance

Professional development opportunities.

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