

# United Arab Emirates Jobs Expertini®

## VP Sales

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Company: Circles Life

Location: Dubai

Category: healthcare-practitioners-and-technical

### About Circles

Founded in 2014, Circles is a global technology company reimagining the telco industry with its SaaS platform - Circles X, helping telco operators launch and operate successful digital brands through its offerings.

Having pioneered a successful blueprint for disrupting the telco space in Singapore, Circles has since launched its own digital telco, Circles.Life, in Singapore, Taiwan and Australia.

Circles has also partnered with other telco operators to launch digital services, enabling our partners to accelerate growth and capture market share within a short period of time.

Today, Circles is partnering with operators in 14 countries to deliver delightful digital experiences to millions of people through our businesses.

We are backed by global investors such as Sequoia, Warburg Pincus, EDBI and Founders Fund – renowned backers of industry-shaking innovators.

### ABOUT THIS ROLE

As the VP of Sales, you will play a pivotal role in driving the growth and expansion of our SaaS platform - Circles X. This is not just a sales role; it's an opportunity to be part of a groundbreaking team that is reimagining the telco industry.

### WHAT YOU'LL DO

Steer sales strategic direction and plan, collaboratively developing and executing this with the cross functional teams, with the eye on growth and increasing market share.

Build and enhance C-suite relationships with both existing and new clients/accounts – new account development will be critical to the success of this role and Circles X's growth plans.

Become a thought leader in the Telco vertical SaaS space by establishing credibility and bringing an informed POV on best practices and trends.

Establish a structured sales methodology and process, including opportunity validation, pursuit & closure, and a strong sales operating cadence. Optimize sales tools and provide greater visibility and actionable data for targeted sales efforts.

Deliver strong customer value propositions, drive market-facing messages and pricing approaches for current and future products

### **WHAT WE ARE LOOKING FOR**

Has led regional sales delivering YOY ARR growth for several consecutive years (from double digits to triple digits)

Has successfully launched a new region or country resulting in profitable, sustainable growth

Strong consultative sales skills

Track record of closing large and complex B2B deals (i.e. long sales cycle, multiple decision makers with large deal values)

Has strong existing network with C-suite executives in client organizations and track record in building C-suite and board relationships within telecommunications industry

Circles.Life is committed to a diverse and inclusive workplace. We are an equal opportunity employer and do not discriminate on the basis of race, national origin, gender, disability or age.

To all recruitment agencies: Circles.Life will only acknowledge resumes from agencies specifically retained for the role.

We regret to inform you that only shortlisted candidates will be contacted for interviews.

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### Cross References and Citations:

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