

Account Executive - Dubai

Remuneration:	cost-to-company
Location:	Dubai, United Arab Emirates
Job level:	Mid/Senior
Type:	Permanent
Company:	THE SKILLS MINE (PTY) LTD

Requirements:

- A bachelor's degree in business or a related field
- Years of successful experience in B2B sales, preferably in the SaaS industry
- Excellent communication and presentation skills, with the ability to articulate complex technical concepts to non-technical audiences
- Strong negotiation and closing skills, with a focus on building long-term client relationships

Responsibilities:

- Conduct thorough research to identify and qualify potential distributors
- Proactively engage with prospects through various channels, including phone calls, emails, and presentations
- Understand client needs and present tailored SaaS solutions, showcasing the value and benefits of our platform
- Manage the entire sales cycle from prospecting to closing, ensuring a seamless transition to the implementation and customer success teams
- Meet and exceed monthly and quarterly sales targets, consistently driving revenue growth
- Collaborate with internal teams, including sales development, marketing, and customer success, to optimize the sales process and enhance customer satisfaction
- Stay updated on industry trends, competitor activities, and market developments to effectively position our SaaS offerings

Skills:

- Agile
- Business development
- Client relations
- Customer satisfaction
- Data collection
- Marketing
- Mobile applications
- Negotiation of deals
- Sales

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