



# ICT SALES CONSULTANT

**LOCATION - ABU DHABI (UAE)**  
**EXPERIENCE - (3-5 YEARS)**

## COME WORK WITH US!

### KEY RESPONSIBILITIES

**Looking for experienced person with exposure in below technologies:**

- Build/Maintain adequate pipeline for the product, solutions which would involve consulting & presenting to
- Enterprise/ Mid Enterprise / End Customer Clients
- Develop and maintain relationships with new and existing clients to expand sales.
- Working as part of a team to generate revenues to ensure that sales targets are met or exceeded.
- Identify new accounts to sell products, solutions and services. And overcome objections and competitors.
- Be self-driven to achieve the set targets and objectives
- Sells products& Services as solutions by establishing contact and developing relationships with prospects;
- recommending solutions, Consultative selling.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities;
- Deliver the MBO's, KPI's given by Management on a Quarterly basis
  - Achieve the Sales Quota
  - Conducting Sales Workshops to Customer UAE
  - Develop and deliver accurate sales forecasts in line with business objectives
- - Weekly Forecast to be submitted to the Unit Head

### QUALIFICATION CRITERIA:

- Should have strong relationships in the End customer/Client Community in UAE
- Should have experience of handling mid to large enterprise quotes on projects
- Minimum 3-5 years of experience in the UAE in IT Solution Selling
- Sound knowledge and experience in selling complex IT solutions
- Candidates with experience of Cybersecurity, Cloud, Virtualization Technologies are preferred
- Academic and Professional Qualifications
  - Academic: Graduate/BE /MBA
  - Languages: Fluency in Arabic and English is must.
  - Other Preferred Professional Certificates: ISC2/ ISACA/ Microsoft/ Cisco/ Citrix/ Fortigate/ PALOALTO

