



# ICT Sales Account Manager/ Executive / Consultant

Location : Dubai,UAE

Expericence : 3-5Years

## COME WORK WITH US!

### KEY RESPONSIBILITIES

Looking for experienced person with exposure in below technologies:

- (A) Make it happen (B) Deliver success (C) Ensure customer delight.
- Sell solutions, products, and services by establishing contact and developing relationships with new prospects; Understanding customer business challenges needs; And build, propose most effective solutions to customer needs, Consultive selling.
- Build/Maintain an adequate pipeline for the solutions, products, and services 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.
- Maintains trust and relationships with clients by providing support, information, and guidance; researching and recommending new opportunities along with the team.



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- Deliver the MBO's, KPIs given by Management on a quarterly basis.
- Achieve and exceed the targets
- Continuous learning, keeping up to date with advancing technologies, innovations.
- Conducting Sales Workshops to Customers in 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 in handling mid to large enterprise quotes on solutions, projects.
  - Minimum 3-5 years of experience in the UAE in IT Solutions Selling.
  - Sound knowledge and experience in understanding customer challenges and proposing the best suitable ICT solutions from the portfolio.
  - Candidates with experience in Cybersecurity, Cloud, Virtualization Technologies are preferred the most.
  - Working experience with and a Good understanding of – EDR, PaaS, MFA, Business Continuity is a must.
  - Academic and Professional Qualifications
  - Academic: Graduate/BE /MBA + Languages: Fluency in English is a must, Arabic is an advantage.
  - Preferred Certifications: ISC2/ ISACA/ Microsoft/ Cisco/ Citrix/ Fortigate/ PALOALTO/ Checkpoint
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