

Sales Account Manager (UAE Driver's license is a must)

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

BlueRidge IT is looking for a Sales Account Manager with experience in strategic sales within different disciplines of IT Services including IT Infrastructure, Application Management, CRM & ERP Solutions, and Cloud Computing. Sales professional must hold a UAE Resident and UAE Driver's license.

Key Result Areas

This position involves business development and sales account management and establishing client relationships that aim to provide BlueRidge ITs' solutions and consulting services.

Desired Skills & Experience

Qualification and experience

- This position requires you to understand the client's needs and requirements within the scope of BlueRidge IT Solutions. The Sales Account Manager must be comfortable dealing and coordinating with all levels of the client's organization including IT Management, Technical End Users, and C level management. This position requires generating value from both existing clients and new customers.
- A background/knowledge in the Information Technology Services and products is a must. Especially I.T infrastructure.
- You will be a team player with a strong focus on sales account management. Commitment and the drive to succeed is your mantra.
- A minimum of 3-5 years' **UAE** experience at an intermediate or senior level in the sales and management of sales accounts.
- Excellent communication, presentation and organization skills are also necessary.
- Willingness to travel within UAE region.
- Must be a dynamic and enterprising achiever who welcomes the opportunity to grow with the company, here in Middle East.
- Experience in similar roles and related industries would be advantageous.
- UAE Driver's License and currently working and residing in the UAE

Duties

Mainly responsible for customer support, the candidate's tasks will include:

- Business development and managing existing accounts.
- Generating and qualifying sale leads.
- Conducting on-site customer visits.
- Identifying potential clients; building and maintaining contacts.
- Building and maintaining customer relationships.
- Contribute and manage marketing of BlueRidge IT Services.
- Managing sales funnel from lead to closure.
- Managing Ad-hoc queries and enquiries from customers within the portfolio.
- Clarifying a client's system specifications, understanding their work practices and the nature of their business.
- Communicating with client staff and system users with keen attention to their needs. Establishing the value of BlueRidge IT Solutions by applying or adapting our technical solutions towards customer needs with appropriate justification.
- Negotiating Contracts.
- Presenting solutions, preparing quotes and performance progress in written or oral reports along with frequent updating of BlueRidge IT's CRM.
- Helping clients with change-management activities.
- Involvement in monitoring of the designing, testing and installation of new systems developed for customers, till project sign off.
- Involves payment collection as per the terms and conditions mentioned in the sales document shared with the customer.
- Preparing documentation and presenting progress reports to customers.
- Organizing and participating in training end-users and other consultants.
- Communicating customer needs and requirements to project manager and internal departments.
- Following up with fellow BlueRidge management and staff, as well as partnered associates, to ensure client requirements and requests met within suitable and agreed upon timeframes.
- Manage expectations of clients, BlueRidge and associated project partners.
- Contribute to selection of potential business partners.
- Working alongside affiliate companies or freelance experts who have partnered with BlueRidge IT for the project.
- Ability to learn relevant new technologies and keep up with advancements/updates.
- Attending and/or managing company meetings to update and discuss information concerning accounts.

Requirement

- Master's or Bachelor's in a Business degree or equivalent. ATTESTED DEGREE IS A MUST
- Experience dealing with clients and end users.
- Experience in selling and providing ERP solutions, IT services (ERP, CRM, BI, SharePoint, infrastructures, etc.) will be an advantage.
- Experience in coordinating and supporting IT Projects.
- Project Scheduling and Budgeting experience.
- At least 2-3 years' experience in the local UAE market.
- Mature and able to multitask (from generating hot leads to closing complex deals).
- Good Written and spoken communication skills
- Negotiating skills
- Basic business software product knowledge and ability to explain it to users in a lucid manner.

Company Description

BlueRidge IT is an emerging leader in Cloud Computing Services and Solutions. BlueRidge IT exhibits a broad range of cloud solutions, IT Transformation, and application Management solutions that enable our client's IT department to get in stride with the business and develop into sustainable, high-performing, value-added assets to their organizations.