

Account Executive

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

We are a fast-paced, renowned Cloud Technology Solutions provider and are seeking an enthusiastic Account Executive to join our team. In this role, you will manage our Installed Base customers and identify new business opportunities within our strategic accounts, in order to generate revenue, improve profitability and help the business grow.

Desired Skills & Experience

Duties

- Manage the entire sales cycle from finding a client to securing a deal.
- Communicate with clients and gather information about a project's scope, budgets and timelines.
- Uncover and understand a client's needs and potential opportunities for upselling/ cross-selling to the benefit of the customer's overall goals.
- Establish new sales opportunities through networking and turn them into long-term partnerships.
- Understand competitive offerings well and position successfully our strengths to win the deal whilst increasing our share of wallet with installed base customers.
- Assemble and advise technology and service delivery teams on meeting clients goals, project milestones and timelines.
- Report and record all sales activities and contacts in CRM system and participate in pipeline and forecast reviews in order to meet and exceed KPIs and Quotas.
- Qualify inbound leads and prospects via phone, email, virtual and face to face meetings.
- Prospect and hunt for new sales opportunities cross key markets as identified by the company's business plan.
- Organize regular client meetings to ensure excellent customer service and renewals.
- Hold virtual and in-person demonstrations with an end goal of earning a prospect's business.
- Prepare and present the proposals and bids.
- Negotiate terms and conditions with clients.
- Collaborate with leadership team to identify opportunities and develop ideas that deliver sales results.

Requirements:

- A bachelor's degree in a related field such as information technology, or business administration.
- Minimum of 3 years' account management experience in technology industry and software sales.

- Written and verbal communication skills in English AND Arabic is a must.
- A proven sales track record of successful closing business in a high-performance B2B SaaS sales environment in the UAE (UAE experience is a must).
- Strong experience or exposure preferably with Microsoft solutions and other cloud platforms such as AWS or Google Cloud.
- Entrepreneurial spirit, goal orientated with a focus on exceeding KPIs.
- Strong negotiation skills.
- Excellent oral and written communication, organizational and presentation skills.
- Excellent attention to detail, strong communication skills, both written and verbal.
- Natural ability for relationship management, and consultative and solution-based selling.
- Aptitude to learn new technology products over time.

Benefits:

- Competitive tax-free salary.
- Performance bonus.
- Health insurance.
- Annual air ticket allowance.
- Competitive rewards & recognition on achievement of SMART goals.
- Collaborating and learning from a fast paced, high performing team.
- Growth & development opportunities.