

Business Development Manager

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Company: Saudi Networkers Services

Location: Saudi Arabia

Category: other-general

Job Description :

Responsible for the sales and business development of the organization's products by actively creating and developing new Enterprise sales opportunities and managing and growing existing Enterprise customer relationships with an overall Target of \$4mil.

Experience in Services sales/ Security sales with a strong OEM Relationship and mapping---40%.

Work closely with other internal functions such as Presales, Marketing, EM, Infra, Application etc. to address the complex solutions to meet the customer needs.

Meet or exceed quarterly and annual revenue quotas.

Report regularly on sales progress using CRM-30%.

Follow up on Collections on a Monthly basis-20%.

Upgrade and upscale respective competency offerings with self-training initiatives - 10%.

Sales 'hunter' that will build a substantial sales pipeline. Demonstrable success in prospecting for new opportunities independent of marketing.

Manage business planning and related strategies for relevant markets. Develop new

business through extensive cold calling and sales skills.

Supervisory or management experience, preferably of a sales staff.

Working knowledge of Enterprise accounts in enterprise/IT Solution Sales with ERP/BFSI/Oil and Energy domain within an assigned sales territory.

Demonstrated record of achievement in a prior sales position.

Bachelor in Engineering, Masters in Computer Application + MBA (Sales & Marketing) with 8+ years of work experience in software product sales

Strong interpersonal skills.

Exceptional written and verbal communication skills.

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