

Education Account Executive

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Company: SAS

Location: Riyadh

Category: other-general

Nice to meet you!

We're the leader in analytics. Through our software and services, we inspire customers around the world to transform data into intelligence - and questions into answers. We're also a debt-free multi-billion-dollar organization on our path to IPO-readiness. If you're looking for a dynamic, fulfilling career coupled with flexibility and world-class employee experience, you'll find it here.

About the job

The Education team is looking for an Education Account Executive to be responsible for the direct sales of learning and development products and services to prospective and current accounts to achieve sales targets. This position is based in Riyadh, Saudi Arabia. We have a Hybrid approach to work.

As an Education Account Executive, you will:

Sell training products and solutions to current and prospective customers and with other education personnel to position and leverage sales opportunities to acquire, grow and retain customers within assigned territory.

Work closely with new and existing customers, Software Sales Account Executives, Customer Success managers and /or Consulting to determine customer training needs and advise on appropriate solutions.

Implement all aspects of territory and account management and development and identify opportunities with high 'close' potential, qualify and forecast timeframes to close business. Manage your territory, opportunities and forecasting using SAS's global sales system.

Proactively craft and propose solutions that clarify how SAS training offerings can bring business value and address each customer's critical business challenges. Assist customers in assessing their Talent Development needs.

Achieve success by using your consultative skills to effectively manage the sales process from discovery to close.

Work closely with training colleagues to facilitate timely response to qualified, high revenue and high customer satisfaction potential leads.

Collaborate with other SAS lines of business to lead the SAS adoption and skills development journey from our customer.

Prepare quotations and proposals as needed; work with other departments to create and finalize contracts and set time schedules for services.

Required Qualifications

Previous experience in selling software is essential. Specific experience in selling software training would be an advantage.

Fluent in Arabic and English.

Knowledge of sales techniques; knowledge of hardware and/or software acquisitions cycles and buying influences.

Ability to analyze and evaluate territory dynamics and develop a sales plan.

Ability to communicate technical and business concepts and relate them to SAS applications and user needs; ability to work independently and as part of a team.

Equivalent combination of education, training and experience may be considered in place of the above qualifications.

You're curious, passionate, authentic and accountable. These are our values and influence everything we do.

Diverse and Inclusive

At SAS, it's not about fitting into our culture - it's about adding to it. We believe our people make the difference. Our diverse workforce brings together unique talents and inspires teams to create amazing software that reflects the diversity of our users and customers. Our commitment to diversity is a priority to our leadership, all the way up to the top; and it's essential to who we are. To put it plainly: you are welcome here.

Additional Information:

SAS only sends emails from verified 'sas.com' email addresses and never asks for sensitive, personal information or money. If you have any doubts about the authenticity of any type of communication from, or on behalf of SAS, please contact [HIDDEN TEXT].

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