

Account Executive - Middle East Africa

Apply Now

Company: Apryse

Location: Manama

Category: other-general

Description

We're growing our sales team and we're looking to bring in a **Senior Account Executive** in **EMEA**, with a focus on **Enterprise sales in Africa & Middle East**. You will be at the forefront of our efforts to expand our growing business. Challenge yourself by selling the intrinsic value of software solutions to our customers. The primary responsibility will be to manage and close a pipeline of software license opportunities, while working closely with other Apryse resources and presales teams. Account Executives at our company learn about the opportunities and challenges facing Product Managers – both at software companies and those building products for internal use by traditional bricks and mortar companies.

Responsibilities

Qualify and manage new sales lead through the full sales cycle.

Identify opportunities that would benefit from our technology suite using a consultative sales approach.

Work closely with Solution Engineers in gathering requirements and proposing high value solutions.

Proactively maintain relationships with your accounts and identify future opportunities.

Gain a deep understanding of the strengths and weaknesses of competing products, and

effectively illustrate the value of our high-quality/market-leading solutions to prospects.

Recognize high value sales opportunities.

Effectively gather intelligence on markets, prospects, and the competition using various resources.

Requirements

5+ years' experience selling complex B2B software product(s).

Good negotiation skills.

Excellent communication and presentation skills, particularly via e-mail and by phone.

A college or university degree. Technical disciplines or backgrounds are preferred.

Professional working fluency in English.

Demonstrated success using a consultative approach with key business and technical executives, especially CTOs, VPs of Product Management, and Development/Engineering.

Consistent history of overachievement, with demonstrated success of multi-year quota achievement.

An accountable team player with a tenacious drive to win.

Experienced in using CRM to manage sales cycle.

Benefits

Competitive salary commensurate with experience & qualifications.

A comprehensive extended benefits package.

A great team environment and resources, supporting you to do the best work of your life and providing unlimited career growth potential.

Highly autonomous environment.

Excellent work-life balance.

Diverse and inclusive workplace where we all learn from each other.

Work remotely!

Company Description

Apyse is the industry-leading provider of document software development (SDK) technology powering everything from traditional desktop software to innovative web and mobile applications. With a broad international portfolio of combined companies, products, and leading technologies, we are actively changing the way the world works with documents to make work better and life simpler.

[Apply Now](#)

Cross References and Citations:

1. [Account Executive - Middle East Africa](#) [Germanyjobs](#) [Jobs Manama](#) [Germanyjobs](#) ↗
2. [Account Executive - Middle East Africa](#) [Psychologistjobs](#) [Jobs Manama](#) [Psychologistjobs](#) ↗
3. [Account Executive - Middle East Africa](#) [Managementjobs](#) [Jobs Manama](#) [Managementjobs](#) ↗
4. [Account Executive - Middle East Africa](#) [Abudhabijobsearch](#) [Jobs Manama](#) [Abudhabijobsearch](#) ↗
5. [Account Executive - Middle East Africa](#) [Therecruiterjobs](#) [Jobs Manama](#) [Therecruiterjobs](#) ↗
6. [Account Executive - Middle East Africa](#) [Topjobsearch](#) [Jobs Manama](#) [Topjobsearch](#) ↗
7. [Account Executive - Middle East Africa](#) [Anyeventhire](#) [Jobs Manama](#) [Anyeventhire](#) ↗
8. [Account Executive - Middle East Africa](#) [Businessjobs](#) [Jobs Manama](#) [Businessjobs](#) ↗
9. [Account Executive - Middle East Africa](#) [Searchcanadajobs](#) [Jobs Manama](#) [Searchcanadajobs](#) ↗
10. [Account Executive - Middle East Africa](#) [Munichjobs](#) [Jobs Manama](#) [Munichjobs](#) ↗
11. [Account Executive - Middle East Africa](#) [Carejobs](#) [Jobs Manama](#) [Carejobs](#) ↗

12. Account Executive - Middle East Africa Searchcanadajobs Jobs Manama Searchcanadajobs ↗
13. Account Executive - Middle East Africa Torontojobs Jobs Manama Torontojobs ↗
14. Account Executive - Middle East Africa JavajobsJobs Manama Javajobs↗
15. Account Executive - Middle East Africa SupervisorjobsJobs Manama Supervisorjobs↗
16. Account Executive - Middle East Africa CraigsjobsJobs Manama Craigsjobs↗
17. Account Executive - Middle East Africa Pharmacistjobs Jobs Manama Pharmacistjobs
18. Account Executive - Middle East Africa Instrumentationjobs Jobs Manama Instrumentationjobs ↗
19. Account executive - middle east africa Jobs Manama ↗
20. AMP Version of Account executive - middle east africa ↗
21. Account executive - middle east africa Manama Jobs ↗
22. Account executive - middle east africa Jobs Manama ↗
23. Account executive - middle east africa Job Search ↗
24. Account executive - middle east africa Search ↗
25. Account executive - middle east africa Find Jobs ↗

Source<https://bh.expertini.com/jobs/job/account-executive-middle-east-africa-manama-apryse-4f5ca99126/>

Generated on: 2024-05-06 by Expertini.Com