

In the past year emarsys UK has grown exponentially and is a leading Email Platform and Service Provider in the UK with hundreds of international clients and cutting-edge technology. Currently emarsys had offices in London, Vienna, Munich, Berlin, Zurich, Paris, Hong Kong, Beijing and now Dubai.

More than 800 companies worldwide are among our satisfied customers and send a combined volume of more than 3 billion emails each month using our email platform. We also manage the work for eBay globally, Vodafone, Coca Cola, Canon, Motorola, Honda, Burton, Playboy UK, Zurich Insurance, Deloitte and many more.

As part of its rapid expansion programme emarsys Dubai is now looking for additional New Business Development Consultants to drive its growth forward. emarsys is the fastest growing SaaS ESP with a fun and fast paced office environment with many of the team earning well in excess of £100K

Senior Sales Consultant/ SaaS Sales - Dubai

Requirements:

The ideal candidate will be self-driven, results-oriented with a positive outlook, and a clear focus on new business. A natural forward planner who critically assesses own performance, is mature, credible, and comfortable in dealing with decision makers. The right candidate will also be reliable, tolerant, and determined, as well as an empathic communicator.

- Proven track record of generating new business is essential from cold call to close
- Experience in Corporate Sales (B2B), with a proven record of exceptional work
- Generate new business ('hunter' role and not a 'farmer' role)
- The ability to cold call and generate own appointments, leads and pipeline is absolutely essential
- Enjoys working in a structured, targeted environment to challenging KPIs
- Great negotiation and communication skills
- Highly self-motivated, organised and be able to manage own time
- Flexible and adaptable to meet the needs of the changing market, our customers and the business
- Reviewing your own sales performance, aiming to exceed targets
- Good business sense
- Good communications skills, both writing and verbally
- To be self-motivated but able to work as part of a team
- Good organisational and time-management skills
- A positive attitude
- Good negotiation skills and persuasiveness
- Confidence presenting to large groups of people
- To enjoy networking and meeting new people.

The right candidate will speak English which is a must

The right candidate will also reside, or is re-locating to Dubai on own accord

Desired Skills & Experience

- Experience with Software-as-a-Service (SaaS) applications for Online Marketing experience is a plus
- E-Marketing Know-how
- Arabic speaking is a plus

What we Offer

- A job with a dynamic and experienced team of professionals
- A company with an international outlook and a good market positioning
- A very fast growing business
- Competitive remuneration
- Laptop, Phone and paid expenses.

Interested? Send your CV and a covering letter via email to: mohamed.hassan@emarsys.com

Find out more about us at: www.emarsys.com