Job Description

Job Title: Account Executive

Reporting to: SSA EMEA Team Leader

Location: Dubai

Job Purpose:

The primary goal of the Account Executive is to find, qualify and close new business within their geographic territory (Middle East) in conjunction with the SSA Channel Network and in accordance with the SANS brand, values and mission statement.

Principle Responsibilities

- Create detailed territory business plans outlining go to market (GTM) strategy for given territory.
- Accurately forecast revenue attainment to the business during quarterly business reviews.
- Achieve 100%+ revenue target attainment.
- Prospecting and cold calling into targeted list of accounts in conjunction with a channel partner.
- Proactively qualifies the business solution required to address customer requirements, assesses customers' met and unmet needs, and recommends solutions that optimize value for both the customer and the firm.
- Work with the SSA Channel Network to map accounts, distribute leads, qualify opportunities and provide sales support to the channel as they work opportunities.
- Secures input from all necessary solution stakeholders within the customer firm in conjunction with the appropriate channel partner. Adapts solutions, as necessary, to ensure appropriate support.
- Coordinates closely with internal sales support, product management, product marketing, channel managers, and service resources to align solution design with customers' business requirements.
- Secures from business stakeholders commitments needed to ensure a deal's closure.
- Opportunistically pursues additional business development opportunities within customer firms in conjunction with the appropriate channel partner.
- Collaborates with sales engineers, both SSA and channel partner sales engineers, to ensure these opportunities are effectively covered.

Other

- To manage, deliver & exceed agreed targets, KPI's and other set objectives.
- To build and maintain the SANS brand and mission within the wider Cyber Security community.
- Carry out additional tasks as requested by the SANS Management Team.