

Regional Sales Manager – Dubai Office

WHO WE REALLY ARE?

We strongly believe that a company's greatest asset are the people. People and their natural ability to transform. Things and themselves. Since the beginning of our journey, dcs plus has been constantly transforming: one product led to other, one version upgraded to another, each new market acquired triggered change.

To increase quality and meet expectations we have been growing our teams. New roles have been created, new sites have been open, new people joined our team and our success story keeps going.

Currently, for our office in Dubai, we are looking for an organized **Regional Sales Manager**, willing to prove his/her skills inside a great team.

WHAT ARE WE LOOKING FOR?

A technical attitude with the ability to discuss and quickly grasp use cases and demonstrate product expertise across a range of markets, with an emphasis on customers' business needs;

Exceptional written and verbal communications a must;

Ability to see things from multiple angles and to align technology solutions to business needs;

A self-starter with a great work ethic capable of working independently with minimal day-to-day guidance;

Passionate about technology, innovation and high-growth businesses;

Proficient level of English, both in writing and speaking;

Very good Excel knowledge, PowerPoint and Word functions;

Curious how tech-platforms work and excited to get into details;

Genuine interest in travel industry and travel-tech area.

WHAT WILL YOU DO?

Emphasis on responsive, professional and knowledgeable follow-up on sales leads;

Become a dcs plus products ambassador and continuously prove their purpose and value to potential customers;

Engage and close sales opportunities from the company's lead generation efforts using the deal flow process;

Provide outbound follow-up to nurture and progress selected accounts through the sales pipeline;

Manage the new customer evaluation process efficiently, mixing a both optimistic and realistic attitude;

Preparing and presenting pricing proposals to prospects;

Event and conference scheduling, coordination and participation as appropriate;

Collaborate / work closely with Customer Journey team;

Accurate and timely data entry in CRM on new opportunities;

Coordinate sales nurturing campaign outreach needs (calls, email follow ups, to be determined needs);

Coordination of marketing initiatives, as well as pre-event meeting scheduling and coordination for the company's business development and other personnel.

WHAT'S IN IT FOR YOU?

Opportunity for professional long-term development in a young and dynamic environment;

Competitive salary, opportunities for professional development and a nice benefits package;

Opportunity to work with a strong-growing company that continues to gain renown and expand in new markets.

If we caught your eye, please reach out to us at hr@dcsplus.net