

Regional Sales Manager

WHO WE REALLY ARE?

Since 2002, we are committed to designing and developing technology solutions for the travel and tourism industry. For over a decade, driven by passion, dcs plus has connected travel to technology, in direct response to the challenges and needs of the travel and tourism professionals.

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. This team makes sure that our products can support millions of bookings run through our platforms in more than 50+ markets.

Currently, we are looking for a tenacious **Regional Sales Manager** who will conquer Kingdom of Saudi Arabia.

WHAT ARE WE LOOKING FOR?

Highly organized, thorough and motivated professional that understands the importance of being a strong team player and leader when it comes to forging a solution and liaising with customers.

Proactive, solution-oriented thinking, flexible, capable of dealing with changes and quickly adapt to the context;

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;

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 and curious about technology, innovation and high-growth businesses;

Genuine interest in travel industry and travel-tech area.

WHAT WILL YOU DO?

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;

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

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;

Work closely with Customer Journey team, Marketing team to ensure efficient collaboration with clients;

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

Event and conference scheduling, coordination and participation as appropriate;

Earning the right as a trusted sales person requires a unique blend of being polished with customers, being technically savvy, incorporating out of the box thinking, and having the ability to drive and engage multiple stakeholders to translate and communicate business requirements into a solution vision that meets the customer's business needs.

WHAT'S IN IT FOR YOU?

A role inside a growing company activating in a changing and versatile industry that continues to gain notoriety and expand in new markets;

You'll be part of an agile and bright team that embraces open communication, empowerment, innovation, teamwork and a shared focus on customer success.

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

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