

Head of Sales

Abu Dhabi, UAE | Full time

Company Description

Sixsentix ranks among the fastest growing companies in Europe, being in the top 3 in Switzerland, and is recognized as one of the leading small businesses in Serbia and is among the top 50 global most valuable brands! With offices in Zurich, Vienna, Belgrade, Novi Sad, Warsaw, Frankfurt and Abu Dhabi we provide Software Agile Testing Services with advanced analytics to major banks, financial services, insurance and telecom companies. We are looking for a new member of our growing team. Join the [Sixsentix](#) Team!

Job Description

- Develop, design and implement existing sales plans
- Create new or develop our current sales processes, to ensure a strong and adaptable process landscape
- Strategic elaboration of our market plans to increase the revenues of our company to deliver our ambitious targets
- Take responsibility for managing the budget as well as achieving our goals
- Close cooperation with different departments in our organization to ensure we deliver our planned growth
- Conduct sales research analysis to understand the full sales landscape of our services and products
- Act as a point of contact to collaborate with key international and local stakeholders - including C-Level contacts
- Partner with colleagues in other regional functions

Qualifications

- A passion to identify with our company's spirit and to play a key role in delivering our aspiring growth plans
- Bachelor's or Master's degree
- Proven track record of success in leading senior sales roles and the distribution of complex solutions within large companies
- Minimum of 5 years of sales experience in a fast-growing international company involved in technology solutions in a business-to-business environment
- Goal oriented person with outstanding interpersonal skills to convince C-Level of the benefits of our solutions and to maintain excellent working relations with our established customers
- Keen attention to detail along with strong organizational, project management and analytical skills to multi-task in a highly dynamic environment, with the ability to deliver on time and within budget
- Passionate and self-organized leader with a strong hands-on / can-do attitude
- Proven ability to work across multiple teams and functions, cultivating strong relationships with the ability to listen, contribute and influence with our functional stakeholders
- Outstanding written and verbal communication skills in English (Arabic and other languages would be a plus)
- Willingness to travel locally and internationally when needed (approx. 20% of time)

We look forward to receiving your application (CV, reference letters, etc.) by email to careers.uae@sixsentix.com.

Find more information about Sixsentix on www.sixsentix.com

