mindX360

Sales Executive for Dubai location

Description

We are seeking an experienced and highly motivated Sales Executive to drive sales growth for our Digital Transformation offerings. The ideal candidate will be responsible for managing the end-to-end sales cycle, from prospecting and lead generation to closing high-value deals. You will work closely with the technical team to understand client needs and offer mindX360 solutions, while building and maintaining relationships with key stakeholders.

Responsibilities

· **Sales Strategy Development:**

o Develop and implement effective sales strategies for selling Enterprise Integration, Salesforce.

o Conduct market research to identify potential clients, understand industry trends, and spot business opportunities.

o Set clear objectives, KPIs, and sales targets to ensure consistent growth in the sales pipeline.

· **Sales Presentation and Negotiation:**

o Deliver impactful sales presentations, ensuring clients understand the value proposition of the IT solutions.

o Address and overcome any objections or concerns from potential clients during the sales cycle.

· **Client Consultation and Needs Analysis:**

o Engage with clients to understand their specific project needs, challenges, and business goals.

o Work closely with the solution team to design tailored solutions that meet client requirements.

o Provide clients with clear project proposals, technical demonstrations, and proofs of concept.

· **Project Handover and Coordination:**

o Coordinate with the delivery and technical teams to ensure smooth project initiation after contract signing.

Qualifications

o 4+ years of experience in IT sales, with a proven selling of IT solutions and managing sales cycles for IT projects.

o Strong experience in B2B sales, particularly in IT consulting, system integration, software development, or technology services.

Hiring organization
mindX360

Employment Type
Full-time

Job Location
Dubai, UAE

Date posted
October 31, 2025

o Solid understanding of IT project delivery and related technologies (e.g., MuleSoft, Boomi,).

Skills
o Excellent communication, negotiation, and presentation skills.

o Highly self-motivated, target-driven, and results-oriented.

o Strong problem-solving abilities and a solution-oriented mindset.

o Excellent time management, organization, and multitasking skills.

o Strong networking abilities and the capacity to build and maintain relationships with senior executives and decision-makers.