

mindX360

<https://mindx360.com/job/sales-manager-2/>

Sales Manager

Description

We are seeking an experienced and highly motivated Sales Manager for IT Projects to drive sales growth and lead the sales efforts 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.

Experience Level : 8 Years to 12 Years

“only looking for Arab National and Female”

Responsibilities

Sales Strategy Development:

- Develop and implement effective sales strategies for selling Enterprise Integration, Salesforce.
- Conduct market research to identify potential clients, understand industry trends, and spot business opportunities.
- Set clear objectives, KPIs, and sales targets to ensure consistent growth in the sales pipeline.

Sales Presentation and Negotiation:

- Deliver impactful sales presentations, ensuring clients understand the value proposition of the IT solutions.
- Lead negotiations with clients and close deals, while balancing profitability and customer satisfaction.
- Address and overcome any objections or concerns from potential clients during the sales cycle.

Client Consultation and Needs Analysis:

- Engage with clients to understand their specific project needs, challenges, and business goals.
- Work closely with the solution team to design tailored solutions that meet client requirements.
- Provide clients with clear project proposals, technical demonstrations, and proofs of concept.

Project Handover and Coordination:

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

Qualifications

- 8+ years of experience in IT sales, with a proven track record of selling IT solutions and managing sales cycles for IT projects.
- Strong experience in B2B sales, particularly in IT consulting, system integration, software development, or technology services.

Industry

IT

Job Location

Dubai, UAE

Date posted

June 2, 2026

Valid through

02.06.2026

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

Skills:

- Excellent communication, negotiation, and presentation skills.
- Strong understanding of IT project management, SDLC (Software Development Life Cycle), and Consultative selling.
- Highly self-motivated, target-driven, and results-oriented.
- Strong problem-solving abilities and a solution-oriented mindset.
- Excellent time management, organization, and multitasking skills.
- Strong networking abilities and the capacity to build and maintain relationships with senior executives and decision-makers.

Desired Skills:

- Knowledge of specific IT project management tools and platforms.
- Experience with IT services in specific domains like cloud, security, or digital transformation.
- Prior experience working with clients or in a specific vertical (e.g., banking, Retail) is a plus.

Contacts

Please send your resume and cover letter outlining your qualifications and interest in the role to careers@mindx360.com. We look forward to hearing from you!