



Job Title: Sr. Manager Sales - GCC Region
Location: Riyadh, Saudi Arabia
Department: Sales & Business Development
Reports to: Director of Sales
Experience: 15+ years in IT Sales

Job Summary:

We are seeking a dynamic and driven **Sr. Manager Sales** to lead our business expansion efforts across the GCC region. The successful candidate will be responsible for driving revenue growth, cultivating strategic partnerships, and developing tailored sales strategies that respect the cultural and business intricacies of the region.

Key Responsibilities:

1. Lead Generation & Sales Pipeline Management:

- Identify and qualify leads using both traditional and digital channels.
- Manage the sales pipeline to ensure alignment with market dynamics and organizational goals.

2. Client Relationship Development:

- Build and maintain strong relationships with key stakeholders across the GCC region.
- Drive client satisfaction, retention, and identify opportunities for upselling and cross-selling IT solutions.

3. Negotiation & Deal Closure:

- Engage with executive-level stakeholders to negotiate and finalize high-value deals.
- Ensure all agreements meet company objectives and regional market standards.

4. Market Intelligence & Strategic Planning:

- Develop and execute region-specific sales strategies that align with market trends and client needs.
- Navigate cultural and business nuances to optimize client engagements and outcomes.

5. Financial & Compliance Oversight:

- Prepare and manage the sales budget for the GCC region, ensuring cost-effective operations.
- Ensure all activities comply with local regulations, legal frameworks, and ethical standards.

Required Skills & Qualifications:

- **Education:** Bachelor's degree in Business, IT, or related fields (MBA preferred).
- **Experience:** 15+ years of IT sales experience, with a strong focus on GCC markets preferably Saudi Arabia.
- **Core Skills:** Exceptional communication, relationship-building, and negotiation skills.
- **Track Record:** Demonstrated success in exceeding sales targets.



Preferred Competencies:

- Technical understanding of the company's software solutions or similar products.
- Proficiency with CRM and sales management tools.
- Strategic thinking with the ability to analyze and adapt sales strategies based on market trends.
- Representing the company at industry events, trade shows, and conferences.
- Fluency in **Arabic and English** (required).
- **Cultural Alignment:** Candidates based out of Riyadh preferred to better address regional cultural and language nuances.

Interested candidates may apply to hr@advantal.net