

Sale Executive in Dubai

Job Description

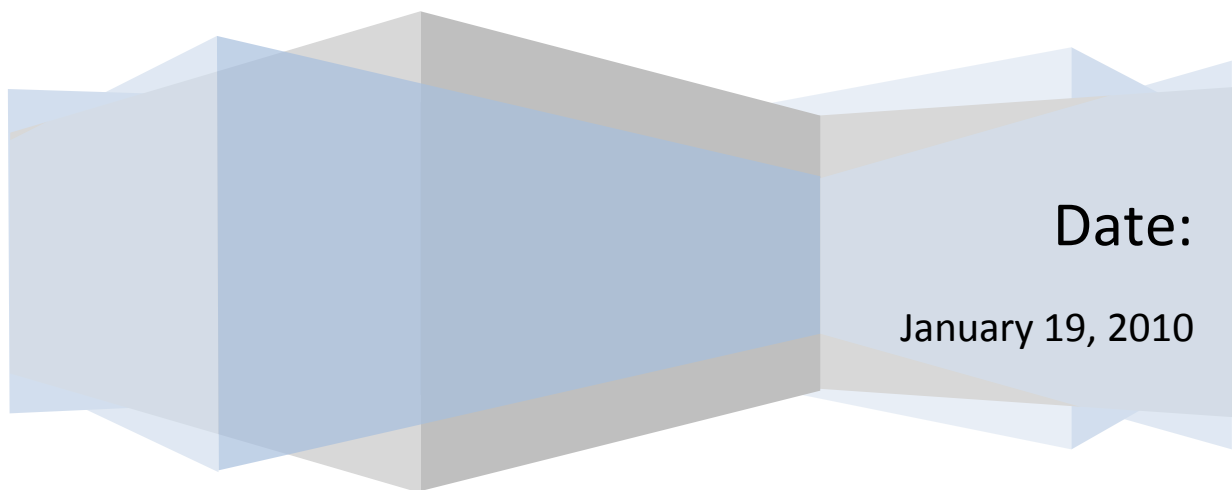


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1. I2TC Introduction

I2TC is a hot early stage private company in the Location Based Services Industry with advanced mapping, messaging and monitoring technology into reliable and easy-to-use solutions. As the global leader in “peace of mind” centric location services.

2. Job description

The Sales executive is responsible for all direct Sales of I2TC products and services in the Region assigned to him. The Sales function includes all activities related to Sales of projects in the region. The Sales Executive works closely with the Business Development Director to create maximum Sales Revenue based on the Company strategy. The Sales Executive provides regular input to the Product/Solution Managers to ensure optimal regional fit of I2TC solutions.

The Sales Executives reports to the Business Development Manager/Branch Manager.

2.1 Tasks and Responsibilities

- 2.1.1 Achieve quarterly sales quota.
- 2.1.2 Report on weekly basis the sales activities conducted during the week.

I2TC is looking for a dynamic and organized sales executive to market their innovative and pioneering products. You will be responsible for achieving sales target to make I2TC one of the top recognized brands in the Location Based Service arena working in a start-up environment-working closely with a proven winning team of entrepreneurs.

2.2 Requirements

Essential Skills/Attributes. The ideal candidate will meet the following criteria:

- 2.2.1. Minimum of three (3) years of experience in direct sales.
- 2.2.1. Fully knowledgeable with English speaking and writing.
- 2.2.1. Proven track record in achieving sales quota
- 2.2.1. Solid knowledge of sales of new technologies in a solution centric approach
- 2.2.1. Versatile, hands-on, proactive, organized, team player, self-starter and analytic
- 2.2.1. Understanding and proficiency in tools like Excel, Word, and PowerPoint
- 2.2.1. Ability to manage and build relations with long existing sales channels
- 2.2.1. Ability to work in fast-paced environment

- 2.2.1. Understanding of the wireless industry, software solution delivery projects and preferably location technologies, like GPS
- 2.2.1. Strong professional/academic credential including business background
- 2.2.1. Excellent network in the region and prepared to travel
- 2.2.1. Strong technical and presentation skills

3. Compensation

Attractive package based on experience and qualification.