JOB DESCRIPTION

JOB TITLE: Territory Manager

DEPARTMENT: Sales

MAIN PURPOSE AND SCOPE OF THE JOB

Creating & managing Sales opportunities for various Oracle Products & Services

Developing Countries under your responsibility to position GTS as a Market Leader

in MEA Region.

POSITION IN ORGANIZATION

Reports To: Sales Director

DUTIES AND KEY RESPONSIBILITIES

- Initiating sales cycle, managing first contact with prospect through: cold calls, emails, seminars…

- Gathering prospect requirements & feeding them into the pipeline

- Maintaining the sales pipeline

- Conducting cold calls and setting initial meetings with prospect

- Demonstrating the solution with the support of pre-sales creating proposals

- Managing negotiations with prospect, finalizing deals & handover to delivery achieving preset sales targets

OTHER TASKS AND RESPONSIBILITIES

- Collaboration and teamwork with Pre-sales for demonstration

- Assisting Delivery team in understanding customer's requirements

- Interaction with customer throughout the sales cycle

- Weekly reporting to management on sales activities for previous week

- Attend and present sales forecasting calls

- Properly maintain CRM Solutions with all prospects details, across all phases

JOB SPECIFICATION

Qualifications	Bachelor Degree in Business-Sales and Marketing, MIS, Computer Science, or any related field
Experience	Minimum 7 years of sales experience. Preferably in IT or Consulting industry. Oracle experience is not required but is considered as a major advantage.
Core Competencies	Excellent communication skills Excellent presentation skills Good time management and planning skills Target and people oriented Customer focused