

Job Description

Job Title: Senior Vice President Global Sales

Location: Washington DC

Company Description:

Exage Technology Group, headquartered in Abu Dhabi Global Market (ADGM) - one of the largest financial districts in the world - is a technology company helping clients to define, ideate, and execute their transformation and innovation roadmaps by personalizing a technology and emerging technology stack for them that continuously delivers superior business outcomes. Every day, our 2,000+ employees in 5 continents wake up to drive our mission of accelerating humanity with digital equity. We aspire to work with companies that share our mission of digital equity and technology that benefits people, communities and the planet.

Role Description:

The individual will be at the forefront of driving our sales strategy and ensuring the continued growth and success of our technology solutions worldwide.

Essential Job Duties and Responsibilities:

- ◆ Formulating and executing a global sales strategy aligned with Exage's goals and objectives
 - ◆ Developing, managing and maintaining the sales funnel, reporting updates to the leadership team on a regular basis.
 - ◆ Leading and mentoring a high-performing global sales team to achieve revenue targets and expand market share.
 - ◆ Identifying new business opportunities and markets for technology integration, outsourcing, and consulting services.
 - ◆ Cultivating and nurturing relationships with key clients, partners, and stakeholders.
 - ◆ Collaborating with cross-functional teams to ensure seamless project delivery and customer satisfaction.
 - ◆ Analyzing market trends, customer needs, and competitive landscape to make informed strategic decisions.
 - ◆ Establishing and maintaining strong relationships with C-level executives and decision-makers.
 - ◆ Representing Exage at industry events, conferences, and networking opportunities.
 - ◆ Identifying future leaders in the Sales function and ensuring leadership succession planning and execution.
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Accountabilities:

- ◆ **Revenue Generation:** Achieving and exceeding global sales revenue targets.
 - ◆ **Market Expansion:** Identifying and entering new markets and territories.
 - ◆ **Customer Satisfaction:** Ensuring high levels of customer satisfaction and retention.
 - ◆ **Strategic Planning:** Managing the sales funnel and contributing to Exage's overall strategic direction.
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Stakeholder Management:

- ◆ **Clients:** Building and maintaining strong relationships with clients, understanding their needs and ensuring satisfaction.
 - ◆ **Partners:** Collaborating with technology partners to enhance service offerings and mutual business growth.
 - ◆ **Internal Teams:** Working closely with cross-functional teams to align sales strategies with project execution.
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Team Management:

- ◆ **Recruitment:** Recruiting, training, and developing a high-performing sales team.
- ◆ **Performance Management:** Setting and monitoring sales targets, and providing coaching and feedback.
- ◆ **Skill Development:** Identifying training needs to enhance team members' sales capabilities.

Profit & Loss (P&L):

- ◆ **Financial Strategy:** Formulating strategies to maximize revenue, while optimizing costs and profitability.
 - ◆ **Budgeting:** Creating and managing sales budgets, monitoring expenses and investments.
 - ◆ **Pricing Strategy** Collaborating with stakeholders to establish competitive pricing models.
 - ◆ **Financial Planning:** Developing and managing the Sales budget, demonstrating fiscal responsibility.
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Qualification & Requirements:

- ◆ Must be legally eligible to work in United States.
 - ◆ Bachelor or Master degree in Business, Technology, or a related field.
 - ◆ 5-10 years of progressive sales leadership experience within the technology industry is preferred.
 - ◆ Proven track record of successfully scaling sales operations and achieving revenue growth.
 - ◆ Strong analytical, negotiation, and communication skills.
 - ◆ Global market experience and a network of industry contacts.
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Skills and Abilities:

- ◆ Strong customer service orientation, interpersonal skills and relationship-building abilities required.
 - ◆ Critical thinking, sound judgment and the ability to appropriately manage confidential, sensitive information required.
 - ◆ Proficiency in MS Office applications required.
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Job Competencies:

Strategic Sales Planning

- ◆ Develop and implement a comprehensive global sales strategy that aligns with Exage's business objectives, identifies target markets, segments, and establishes clear goals for revenue growth.

Market Analysis

- ◆ Conduct thorough market research to identify emerging trends, customer needs, and competitive landscape. Translate insights into actionable strategies to capitalize on market opportunities.

Pipeline Management

- ◆ Oversee the management and maintenance of the sales pipeline, ensuring accurate forecasting, timely follow-ups, and effective prioritization of opportunities.

Customer Relationship Management

- ◆ Cultivate and maintain relationships with key clients, understand their evolving needs, and provide tailored solutions that demonstrate the value of Exage's services.

Value Proposition Development

- ◆ Collaborate with Marketing and Technical teams to refine and articulate compelling value propositions for the company's technology outsourcing, integration, and consulting services.

Strategic Partnerships

- ◆ Identify, negotiate, and establish strategic partnerships with technology vendors, industry associations, and complementary service providers to enhance Exage's offerings and market presence.

Sales Performance Metrics

- ◆ Define and track key performance metrics, such as win rates, average deal size, customer acquisition costs, and customer lifetime value, to measure the effectiveness of sales strategies.

Negotiation and Contract Management

- ◆ Lead negotiations with clients, ensuring favorable terms while safeguarding the interests of Exage. Oversee the development and execution of contracts to ensure compliance.

Sales Process Optimization

- ◆ Continuously refine and optimize the sales process, incorporating best practices and adapting to changes in the market landscape to improve efficiency and effectiveness.

Sales Team Leadership

- ◆ Provide visionary leadership to the global sales team, inspiring them to achieve their goals, promoting collaboration, and fostering a high-performance culture.

Territory Management

- ◆ Allocate sales resources effectively across different regions and territories, considering market potential, growth opportunities, and resource availability.

Cross-Functional Collaboration

- ◆ Collaborate closely with internal teams, including marketing, product development, delivery, and finance, to ensure alignment between sales strategies and overall business operations.

Client Presentations and Communication

- ◆ Deliver compelling presentations and communications to clients and internal stakeholders, effectively conveying the value proposition and showcasing Exage's expertise.

Sales Forecasting and Reporting

- ◆ Generate accurate sales forecasts and reports, providing insights into performance trends, challenges, and opportunities to the executive team.

Customer Feedback and Continuous Improvement

- ◆ Collect and analyze customer feedback to identify areas for improvement in the sales process, service offerings, and customer experience.

Global Sales Expansion

- ◆ Develop and execute strategies to expand Exage's sales footprint into new markets and regions, considering cultural nuances and regulatory requirements.

Risk Management

- ◆ Anticipate potential risks in the sales process and take proactive measures to mitigate them, ensuring smooth deal closures and customer satisfaction.

Sales Training and Development

- ◆ Provide ongoing training and development opportunities for the sales and Technical teams to enhance their product knowledge, sales skills, and industry expertise while ensuring the development of the succession pipeline.

Working Environment and Physical Demands:

To perform this job successfully, the incumbent must be able to perform each essential duty satisfactorily. The requirements listed above are representative of the knowledge, skill, and/or ability required.

Disclaimer: Exage provides equal employment opportunity to all applicants and employees. No person is to be discriminated against in any aspect of the employment relationship due to race, religion, color, sex, age, national origin, disability, citizenship status, marital status, veteran status or any other reason prohibited by law.

