

mindX360

<https://staging.mindx360.com/job/sales-executive/>

Sales Executive

Description

Job Overview:

We are seeking an experienced and highly motivated Sales Executive to drive sales growth 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: 5+ years

Looking for Diversity hiring (only 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.
- 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

- 4+ years of experience in IT sales, with a proven selling of 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.

Employment Type

Full-time

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.
- 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.
- Preferably looking for Arabic speakers.

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!