

# **International Sales Representative Job Description**

## **Job Summary:**

The International Sales Executive will play a pivotal role in driving revenue growth for our Information Technology Firm by identifying and capitalizing on international business opportunities. This position requires a dynamic and results-oriented professional with a proven track record in B2B sales, a deep understanding of the IT industry, and exceptional communication skills. The International Sales Executive will be responsible for establishing and maintaining strong relationships with clients, developing strategic sales plans, and achieving revenue targets across global markets.

## **Responsibilities:**

### **Market Research and Analysis:**

- Conduct thorough market research to identify potential international business opportunities and trends.
- Analyze competitors and market conditions to develop effective sales strategies.

### **Lead Generation and Prospecting:**

- Identify and qualify prospective clients through various channels, including online research, networking events, and industry conferences.
- Build a robust pipeline of qualified leads and opportunities.

### **Client Relationship Management:**

- Develop and maintain strong relationships with international clients, understanding their needs and challenges.
- Act as a trusted advisor to clients, providing relevant information about our IT solutions and services.

### **Sales Strategy Development:**

- Create and implement strategic sales plans for international markets, aligning with overall company objectives.
- Collaborate with cross-functional teams to ensure the alignment of sales strategies with product development and marketing efforts.

### **Proposal and Contract Negotiation:**

- Prepare and deliver compelling sales presentations to clients, showcasing the value proposition of our IT solutions.
- Negotiate contracts, terms, and pricing to secure profitable deals.

### **Sales Performance Metrics:**

- Set and achieve ambitious sales targets and key performance indicators (KPIs).
- Regularly analyze and report on sales performance, identifying areas for improvement and implementing corrective actions.

Travel and Relationship Building:

- Willingness to travel internationally to meet clients, attend conferences, and strengthen business relationships.

**Qualifications:**

- Bachelor's degree in Business, Marketing, or a related field. MBA is a plus.
- Proven track record of successful international B2B sales in the Information Technology sector.
- Strong understanding of IT products, services, and industry trends.
- Excellent communication, negotiation, and presentation skills. Arabic is a plus.
- Ability to work independently and collaboratively in a dynamic, fast-paced environment.
- Willingness to travel internationally as required.

**Preferred Skills:**

Familiarity with CRM software and sales analytics tools.

Multilingual capabilities are advantageous.

Cultural awareness and sensitivity in dealing with international clients.

If you are an ambitious and results-driven professional with a passion for international sales in the IT industry, we invite you to join our dynamic team and contribute to our global success.