



A Regional Intelligent Network Provider
Giving You the Edge in the Middle East

Who We Are

Arc is a joint-venture between UAE's du and Bahrain's Batelco who is led by a team of experts in data centre interconnection and ICT ecosystems in the Middle East. We have broad and deep knowledge and experience in serving some of the largest and most dynamic businesses in the region.

What We Do

We simplify intra-regional connectivity in the Middle East for carrier, cloud, content and major enterprises. We put you in control of your connectivity in the Middle East and enable you to seamlessly connect across the region's commercial and communications hubs. Our intelligent regional network is designed to give you rapid access to a rich ecosystem of networks and data centres across the region.

How We Do It

As an independent provider with the backing from two of the most trusted telcos in the region, and with a team of industry experts we provide a single platform, contract and experience that will enable customer to take control of their own connectivity in the region.

What makes ARC Solutions a GREAT fit for you? When you join ARC Solutions, you'll set your career on track for outstanding achievement with a company that knows no limits. If you're coachable, persistent, smart, executive-savvy, and looking for your next great adventure, ARC Solutions is the place for you.

This newly created position is of strategic importance to the ARC Solutions team. The Wholesale data sector is of strategic importance to ARC Solutions globally, and is one in which we have had significant success.

This is a unique opportunity for a seasoned professional to take make a significant contribution to the business, whilst simultaneously taking their career to the next level. You'll be positioning market leading technologies that truly innovate, disrupt and drive customer success.

This Role Is Responsible For

- Meet and exceed Sales & Financial targets
- Develop and execute strategy for achievement of business results tied to overall sales strategy
- Provide leadership through the effective communication of the global strategy
- Establish trust by creating sustained, professional relationships with key stakeholders across the ARC's regional headquarters and subsidiaries
- Lead the territory planning process to develop account strategies, financial targets and critical milestones over a 1-2-3-year horizon
- Establish ARC Solutions as a preferred strategic partner



- Steering solution development efforts that best address customer needs and generate significant incremental pipeline for ARC Solutions
- Engage with prospect organizations to position ARC Solutions through strategic value-based selling, business case definition, ROI analysis, references and analyst data
- Establish excellent long term customer relationships, positioning ARC Solutions as a trusted advisor and ensuring repeat business.
- Manage the end to end sales process through engagement of appropriate resources
- Generate short term results whilst maintaining a long-term perspective to drive substantial long-term revenue generation
- Accurate quarterly forecasting and revenue delivery

Qualifications

- Proven track record of strong Sales performance
- Proven ability to understand enterprise-wide issues and to structure innovative, integrated solutions that provide decisions support to global organizations in achieving their business goals
- Proven consistent over achievement of sales quotas and financial commitments with ARC Solutions.
- Strong business acumen, forecasting skills, influencing skills and communication skills (to share knowledge with teams to support the growth strategy within sales).
- Strong demonstration of intellect, drive, executive presence, sales acumen, managing others

Job Functions:

- Achieve sales target assigned by the company.
- Develop and execute sales strategies for exploring business opportunity and maximize sales prospect and company's market penetration.
- Support daily sales enquiries from commercial perspective and respond to RFQ/RFPs.
- Negotiate with large prospects and accounts to close business. Liaise with internal to ensure the solution meet customer requirement. Establish sales model and support agreement for new customers.
- Establish and maintain excellent relationship with potential and existing customers as well as to provide world-class customer service to strengthen customer loyalty.
- Provide sales report and formulate sales pipeline for each customer account and respective region.
- After-sales support including service performance review, contract renewal negotiation, process improvement etc.

Requirements

- Bachelor's degree or above in Engineering, Business Administration or related discipline
- Minimum of 5 -7 years' experience in Telecom Wholesale market is essential
- Excellent knowledge of telecom wholesale products and services
- Good PC knowledge (word, excel and power-point)



- Excellent teamwork skills, hardworking, self-motivated and able to work under pressure
- Good communicator with positive personality and aggressive hunter.
- Relevant experience of solution selling within a major Telecom wholesales services provider
- Significant experience selling into wholesale data organizations with a proven ability to meet and exceed quota
- Deep understanding of customer's business environment, proactively assesses, clarifies and validates customer needs on an ongoing basis.
- Ability to structure and sell truly complex, transformational deals
- Successful history of net direct new business sales, with the ability to prove consistent delivery against targets
- Superior communication skills both written and verbal; able to create and deliver exceptional presentations and proposals that clearly articulate value for the customer
- An energetic, enthusiastic and entrepreneurial approach to startup business
- Excellent written and verbal communication skills in both English and Arabic.

Desired Characteristics

- Trustworthy, customer obsessed, and able to foster a culture of innovation and continuous improvement
- Goal-oriented and driven to succeed in a collaborative manner
- Strong cognitive ability and inquisitive mind
- Authentic and humble with a high degree of integrity
- Willing and able to be coached and mentored and adapt to a fast-changing business environment
- Comfortable with a high degree of ambiguity at times and being able to work in a start-up culture.