

## Strategic Account Executive – Public Sector MENA

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Company: Adobe

Location: Denmark

Category: other-general

### Our Company

Changing the world through digital experiences is what Adobe's all about. We give everyone—from emerging artists to global brands—everything they need to design and deliver exceptional digital experiences! We're passionate about empowering people to create beautiful and powerful images, videos, and apps, and transform how companies interact with customers across every screen.

We're on a mission to hire the very best and are committed to creating exceptional employee experiences where everyone is respected and has access to equal opportunity. We realize that new ideas can come from everywhere in the organization, and we know the next big idea could be yours!

**Note: This role will require relocation to Saudi Arabia before the end of 2024 (details and specific date to be defined).**

### The challenge

We are currently hiring for a seasoned enterprise sales executive that will be part of the Digital Experience Cloud sales team expansion and focus on the Middle East. You will be focused on our Public Sector Industry and be responsible for championing Adobe across the region. The role involves strategic selling across the territory where you will work closely with our Consulting, Pre-sales ,specialists, digital strategy group and our global partner teams.

This is a rare opportunity to come in and scale something in a key priority region across the Middle East.

### **What you'll do**

You will be responsible for identifying, developing and closing business across large Public Sector accounts within the Middle East

Driving the Adobe proposition across the region

Developing a comprehensive business plan to reach and exceed sales quota both on an annual and quarterly basis

Developing and maintain senior CXO level relationships within target accounts

Following best practices in sales processes/procedures including creating and maintaining a monthly/quarterly sales forecast and excellent SFDC hygiene

Develop and leverage the Partner eco-system and be comfortable with an indirect/partner sales motion

### **What you need to succeed**

Demonstratable experience working and selling in the Middle East, especially in Saudi Arabia

An excellent sales track record selling Enterprise Software, ideally; Digital Marketing Software, WEM, CMS, ECM or CRM.

Experience of overachieving sales quota of at least \$2m annually and comfortable with leading \$1m+ deals

Strong understanding and experience working with the Public Sector vertical

Experience in acquiring key customers (hunting)

Ability to operate at C-Level within our customers (CIOs, CMO's & CTO's)

Strategic understanding of Multichannel and Digital Marketing

Experience leading complex sales process across multiple solutions

Familiar with sales methodologies such as MEDDIC or Value Selling

Exceptional organizational, presentation, and interpersonal skills

Strong understanding of the business landscape, culture, and dynamics in the Middle East market.

Willingness to travel within the Middle East region as needed and up to 50%

Relocate to the Kingdom of Saudi Arabia towards the end of FY24

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