

Job description

With the positioned growth strategy, we are looking for a highly motivated and Digital Presales Specialist with with flair for technical background, who can streamline and manage online communication and presales in a growing company.

The successful Dubai based candidate, will refer to Adapa's COO based in Dubai who is the co-founder of the company and partner and responsible for sales, after sales and customer services.

The position involves travelling in Europe and the Middle East, estimated as 8-10 times a year.

It is a newly established position, evolved as part of the company's success and development, and candidate must therefore be ambitious on behalf of Adapa and participate in formulating the online communication and presales strategy for the next year and secure its realization.

In short be a part of creating the online foundation to which the company and yourself find the most rewarding!

Responsibilities and Accountabilities

- Present and create information on Adaptive Mould products
- Demonstrate technical hands on expertise on the product offering
- Present and create a digital strategy and roadmap
- Engage in discussion about digital strategy and direction for Adaptive Mould products
- Sales, email, phone calls support
- Collaborate with COO, engineers and graphic designer to share thought content creation, cases, fairs and conferences

Job Description

Help build the company digital and general communication profile along with graphics designer and COO.

Respond to all enquiries about Adaptive Moulds from prospects, customers and partners.

Assist with Sales and marketing on topics related to Adaptive Moulds.

Work with COO and engineers to share content and knowledge on Adaptive Moulds.

Provide input and feedback to Product on customer and product requirements for Adaptive Moulds

Write customer case stories and create graphical materials for (presentations, ROI, white papers, demo's)

Stay current with market trends and observe functional and technical changes and advances.

Perform such other duties, functions and services, consistent with status or vocational ability, as may from time to time be required.

Workplace and main office is Dubai, U.A.E.

Skills and Qualifications

Sales skills: Knowledge of principles and methods for showing, promoting, and selling products or services, this includes marketing strategy and tactics, product demonstration.

Technical skills: Specific Aware of digital technologies: Real time marketing, content management, CRM, Social Media, SEO, Mobile. Knowledge of key trends in Digital manufacturing technologies and competitor offerings are essential.

Languages: Fluent in English. A second major language is an advantage.

Soft Skills. Very strong presentation skills, objection handling and effective written communication and personal impact skills essential. Strong team player and able to drive own workload.

Knowledge relating to Adaptive Moulds solutions and digital manufacturing/architecture preferred.

What are the salient characteristics of the ideal Digital Specialist?

1. Proactive in rapidly connecting with others; open and generous in extending time and assistance; willing to build and leverage relationships to accomplish tasks and meet goals.
2. Able to communicate large volumes of content rapidly and clearly. Enthusiastic and persuasive, motivating others by considering their points of view, and then adjusting the delivery to fit the specific individual.
3. Collaborative, comfortable working with and through others, and possessing an intuitive understanding of team cohesion, dynamics, and interpersonal relations.
4. Socially informal, extroverted, and outgoing, easily gaining familiarity with others. His or her communication style is uninhibited, lively, and adaptable, drawing others into conversations.
5. Interested in building relationships and forging a team to handle technical matters. Affable, optimistic, and trusting.

Application information

Applicant must apply to jobs@adapa.dk and forward Letter of Motivation and CV. Applications with no Letter or CV will not be reviewed.

Seniority Level

Entry level

Industry

Computer Software

Information Technology and Services

Construction

Manufacturing

Employment Type

Full-time

Job Functions

Information Technology