

Client Executive/MENA Lead

Location: UAE/KSA based

Team: Growth

Reports to: Sales Director

Deadline for applications: 13th December 2024

World Wide Generation and the G17Eco Platform

WWG is a sustainability fintech company operating across the UK, Europe, Singapore/ASEAN, the UAE and the Kingdom of Saudi Arabia (KSA) markets. We also now have major partners across the world such as Singapore Stock Exchange, Kyndryl, World Wide Technology as well as the global telco Etisalat (e&) to rollout [G17Eco](#) making it the world's first and truly global sustainability data, finance and solutions exchange.

WWG has also just secured a Joint Venture with major KSA Conglomerate Rawabi Holding to streamline and standardise sustainability reporting across the region. The new venture will see Rawabi and World Wide Generation fast track sustainability performance and financing especially in hard to abate sectors in Saudi Arabia and the wider Middle East and North Africa region.

The G17Eco Platform offers an end to end sustainability as a service including sustainability education and advisory, digital reporting tools, a centre of excellence for digital transformation and performance improvement and a solutions and finance rewards marketplace. The mission of G17Eco is to accelerate the financing and delivery of the SDGs by 2030- so our vision, mission and purpose is big!

Your skills, experience and network can contribute to significant global purpose and one of the greatest movements for change in human history. Help us fast track humanity and the planet to purpose, protection and prosperity.

Role:

- As the Business Development Executive for the Middle East region, you will play a key part in delivering the growth strategy within UAE/KSA and the wider Middle East region. It will involve building relationships and developing and closing business with mid, senior, and executive level sustainability and financial management in large corporations across multiple sectors.
- You will report directly to our Sales Director and will be responsible for proactively developing sales with new customers to meet or exceed your sales targets.

Responsibilities include, but are not limited to:

- To achieve the defined territory budget sales, for new customer acquisition, revenue, and margin targets. You will have your own sales quota.

- Create, execute, and maintain business development plans, highlighting projected revenue growth and opportunities; product/ service portfolios; and proposed actions/ timescales to meet revenue, margin, and business development objectives.
- Produce monthly and quarterly forecast reports and statistics, as required by the Company Management.
- Position WWG as a leader in sustainability with an industry wide utility solution and global market infrastructure for public good, through customer and targeted sales prospecting initiatives.
- Engage with new prospects at senior management and operational level to increase new business and customer penetration across the WWG solutions portfolio.
- Take an active part in training, personal development, and other initiatives to achieve your individual knowledge, skill and sales objectives and the collective wider objectives of the company's marketing and customer success strategies.
- Work closely with the wider Business Development Team to develop robust strategic intelligence prior to meetings and conform to the Company's CRM and other systems for information, reporting and control of Sales operations.
- Feedback quickly and consistently, information on customer market, product, and competitor developments within individual and sector customer portfolios.
- Build efficient and supportive links with all colleagues and relevant departments of the company, to meet the WWG's commitment to customer success as a shared priority.
- Working with the sales team to ensure all client and partnerships data is current in Salesforce.
- Preparation of demo sites ready for sales meetings.
- Preparation of all sales materials ready for sales meetings.
- Preparing account sheets for all partners and clients.
- Preparing feedback for the product team from all sales meetings.
- Organising the management of each account with internal teams.
- Managing the contract process for all clients.

Qualifications and Skills:

- A proven track record of selling SaaS (Software as a Service) and with sustainability and/or ESG reporting knowledge/background.
- Arabic speaking preferable
- Ability to develop and deliver professional presentations and software demonstrations to C-level and product specialist clients.
- Proven ability to achieve sales goals through a positive influence on customers and key decision-makers.
- Ideally qualified to a bachelor's degree or equivalent.
- Aptitude for digital systems and technology.
- A passion for sustainability, impact, information management, technology, and product development.

Evidence which demonstrates that the individual can:

- Regularly meet and exceed targets/ objectives within specific timescales.
- Define the right strategy to achieve objectives for their market.
- Organise and prioritise their workload in a logical and timely manner.
- Work under pressure when dealing with customers and colleagues alike.
- Deal with people in a friendly and professional manner both face-to-face, video meetings and over

the telephone.

- Work effectively under his or her own initiative and as a responsible, conscientious, and dependable team member.

Attributes:

- Excellent verbal and written communication skills.
- Ability to build trusting and lasting relationships - online and face to face.
- A can-do attitude, and a proactive approach to each day.
- Good attention to detail and ability to work methodically through a process.
- Ability to adapt within a dynamic environment, and desire to work on multidisciplinary teams.
- Legal authorisation to work full-time in the KSA/UAE and will not require visa sponsorship now or in the future.

Links:

Website - G17.eco

LinkedIn - <https://www.linkedin.com/company/20876116>

Twitter - https://twitter.com/WorldWide_Gen

Equal Opportunities

World Wide Generation is committed to applying its Equal Opportunities Policy at all stages of recruitment and selection; and will always be carried out without discrimination for gender, gender reassignment, sexual orientation, marital or civil partnership status, colour, race, nationality, ethnic or national origins, religion, or belief, age, pregnancy or maternity leave or trade union membership. Candidates with a disability will not be excluded unless it is clear that the candidate is unable to perform a duty that is intrinsic to the role, having taken into account reasonable adjustments, to ensure that no applicant is disadvantaged because of their disability. Those conducting recruitment interviews will ensure that the questions they ask applicants are not in any way discriminatory or unnecessarily intrusive. The interview will focus on the needs of the job and skills required to perform it effectively. It is the Policy of World Wide Generation that all employment decisions are based on principles of Equal Employment Opportunity.