



شركة تقنية المعلومات والاتصالات ذ.م.م.
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Job Profile for Business Consultant - SW

The job tasks and responsibilities of the Business Consultant are outlined hereunder:

1. Develop a good understanding of the Account's daily business process
2. Be able to associate products and solutions represented with the Account's business needs and challenges
3. Drive business initiatives as agreed with the management, to generate new business opportunities in specific technologies or sectors
4. Manage sales of represented products and solutions with a set of accounts. This involves managing customer relationships, and understanding key decision elements within the accounts to achieve results.
5. Address business opportunities in the list of named accounts by following a proper sales engagement model to develop opportunities and achieve monthly, quarterly and yearly sales (GP) targets.
6. Generate periodic sales forecasts and pipeline reporting to management and Supplier(s) for the list of Accounts, to maximize coordination and value addition.
7. Develop a good technical / functional knowledge in the product(s) or solutions(s) represented for effective sales results
8. Cooperate and coordinate with other sales and technical personnel to maximize the benefits of teamwork
9. Help in maximizing customer satisfaction through commitment and quality of work
10. Achieve required certifications by either attending training courses or by self-study, that are requested by management