

Account Executive, KitchenPark - Kuwait City

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Company: KitchenPark

Location: Kuwait City

Category: other-general

Who we are

We offer customized kitchens for modern-day chefs and restaurant owners looking to tap into the food delivery market. Our facilities support the cooking and production of virtually all cuisine types and can be adapted in layout and equipment specifications to meet your needs. Additionally, we help support you in an expansion of space as you grow your business. We're building the infrastructure for better food in every major world city, and Kuwait is one of the fastest-growing markets for us.

What you'll do:

Engage with prospects by phone, email, or face-to-face in the SME and Mid-Market Cuisine across Kuwait

Own the sales cycle: From outbound calls to closing deals, you will own the full-cycle sales process and be in control of your success.

Initiate discussions and build interest with potential partners for the business.

Arrange meetings with potential partners and set the sales cycle up for success.

Take an interest in clients' business priorities and how KitchenPark can stimulate their growth.

Understand from sourced leads the potential value added to the business.

You will be given full product & sales training, doing lots of shadowing for the first

8 weeks.

What we're looking for

3+ years experience within a full-cycle sales experience in a direct quota-carrying role.

Bachelor's degree in a business-related discipline (marketing, sales, finance, economics)

Consultative selling skills: You are intellectually curious and have exceptional closing skills.

Communication skills: You have outstanding communication and interpersonal skills both in person and on the phone.

Goal-oriented: You have a sharp focus on your goals and a belief that your daily, weekly, and monthly activities will help you achieve success.

Strong work ethic: You can demonstrate a strong work ethic and a commitment to doing what it takes to be successful in sales. You're smart, passionate, competitive, driven to be the best.

Extremely ambitious, hard working and self motivated

Results and detail-oriented

Resilient with the ability to adapt, learn and operate with a growth mindset

Why join us

Headquartered in Kuwait City we're a team that wears a million hats – constantly learning, innovating, and problem-solving. We're building the infrastructure for better food in every major city of the world, and need to hire the planet's smartest people. Come and join the world's fastest rocketship.????

Benefits

Competitive basic salary depending on experience.

Uncapped OTE.

MacBook Laptop.

Monthly mobile phone allowance.

Pension Plan, Private Medical Cover, Dental Cover.

30 days annual leave.

Quarterly offsite, social events, and development days.

What else you need to know

This role is based in our Kuwait City office location. We believe that people do their best work when they are together. As a company, we're in the marketplace of ideas and innovation.

When you're constantly innovating, changing how an industry works, inventing new products and processes - and we are doing all these things - we believe we're better as a team

in-person. That's why all of our teams (except for our field-based roles) are now working from one of our office locations 5 days a week. Looking forward to sharing more about a

Career of Substance at KitchenPark.

#LI-Onsite

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