

Job description:

1. Develop new and existing accounts and market strategy in conjunction with our solutions to meet quarterly and annual targets.
2. Develop specific account strategies in a sophisticated and complex business environment.
3. Drive new opportunities (based on initial plan, whitespace, etc.)
4. Change the game (serve as a competitive differentiator) in strategic deals through solution differentiation and thought leadership.
5. Engage directly with IT and C-level executives to understand their key challenges and initiatives and be able to map the right solutions to their business requirements.
6. Leverage the C-level relationships to accelerate deals Monitoring, and reporting.
7. Perform sales administrative functions to support the overall success such as opportunity management in CRM, contract negotiation, project staffing and resourcing, pre-invoice reviews, margin analysis and risk reviews.
8. Engage with the delivery team during the technical requirement stage in order to develop a viable solution.
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Job Requirements:

1. Recognised degree Business, Information Systems.
2. At least 3 years experience in technology solutions sales related to at least one of the following: cloud, data center, IP telephony, networking, IT strategy and managed services.
3. At least 1 years experience in C-Level relationships.
4. At least 1 year experience in influencing, motivating and teaming within a highly matrixed business environment.

5. Ability to interpret and follow technical plans
6. Good communications skills
7. Good teamwork skills
8. Able to manage time and work independently
9. Knowledge in Asterisk and Nagios would be an added advantage
10. A valid local driving license
11. Must be willing to work in Malaysia, Kuala Lumpur/ Selangor for a minimum of 2 years

Salary:

RM 6000 (depending on experience) and salary is inclusive of accommodation

Gender:

Preferably female

Working hours and condition:

You would work between 8:30am to 6:00pm, Monday to Friday. You may be required to do after hours work and weekend work to meet deadlines. You would be required to travel to meet clients. Some opportunities may involve overnight stays away from home.

Leave entitlement:

20 days of annual leave