



PR/094180 | Sales Manager - Network Equipment/Infrastructure

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1505207

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:33

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a leading developer and provider of networking and electrical solutions.

LOCATION

HA NOI

JOB RESPONSIBILITIES

We are seeking a highly skilled and motivated Territory Account Manager to join our team

- Set and communicate sales targets to drive long-term growth within key accounts
- Develop and execute data-driven sales plans to achieve annual targets

- Build and nurture strong relationships with key account clients and partners
- Conduct on-site sales presentations, understand customer needs, and propose solutions
- Resolve client concerns promptly and professionally
- Maintain detailed account profiles and records
- Presenting in-depth report to the director of sales and other stakeholders, as required.
- Conducting regular market research to maintain an updated knowledge of clients' needs and competitors' activities.

JOB REQUIREMENTS

- A bachelor's degree in IT or a related field is preferred.
- Extensive experience in managing user accounts.
- Familiarity with structured network systems, enterprise network connectivity, and data center solutions is beneficial.
- Strong skills in consultative selling and creating solution proposals based on customer requirements.
- Proven experience in proactive sales roles.
- A track record of consistently meeting sales targets.
- Proficiency in using customer relationship management (CRM) software.

We look forward to hearing from you!

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Company Description