



PR/157788 | IP Pre-Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505230

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 07:00

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

Leading integrated telecommunications provider in Malaysia looking for IP Pre-Sales Manager to be focused on their strategic alliance partners.

JOB RESPONSIBILITIES

- Act like a product manager and able to understand customer network.
- Utilize solution skill to leads and identify opportunities based on customer insight.
- Proficient in products & solution such as Network (Router/Switch/WIFI), DCN switch, WAN (NE Router/Backbone) or Network Security.
- Able to understand customer's need and providing solutions.

- Develop and manage high-value relationships with key stakeholders in customer's technical team.
- Able to achieve sales target, sustain revenue growth and provide recommendations to enhance account growth and revenue potential.

JOB REQUIREMENTS

- At least 3 year of pre-sales working experience is preferred.
- Experienced in working with large high-profile accounts.
- Excellent public presentation and communication skills. Able to communicate effectively and tactfully with customer and staff at all levels.
- Strong in consultative and insight-based selling experience articulating complex solutions to decision makers and executives.
- Strong technical background in Network (Router/Switch/WIFI), DCN switch, WAN (NE Router/Backbone) or Network Security.
- Possesses strong sensibility for technology.
- Excellent interpersonal understanding and organizational coordination skills.
- Strong achievement orientation.

Company Description