



PR/158078 | Partner Business Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505292

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:35

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 Business Development Manager role to be focused on private cloud solution sales and technical support for key projects in the Asia Pacific region.

JOB RESPONSIBILITIES

- Work with all the type of partners to build offerings and solutions for use cases specific to markets in Asia and the Pacific in the focused domain and industry. This will involve addressing not only current market needs, but those that will be relevant in the near future.
- Set a strategic business plan with a select portfolio of partners for target markets and ensure it is in line with the PRIVATE CLOUD strategic direction, while growing PRIVATE CLOUD revenue through these partners.
- Serve as a digital expert in sales team to enable the partner eco-system to build offerings and GTM strategy.

- Engage the partner's customer-facing leaders and end-customers' decision-makers to create and drive revenue opportunities for PRIVATE CLOUD.
- Develop and drive promotions, funding benefits, and incentives for partners, working closely with HQ team and other virtual teams.
- Engage the partner's customer-facing leaders and end-customers' decision-makers to create and drive revenue opportunities for PRIVATE CLOUD.
- Sales and target driven, lead the team to meet and exceed sales target

JOB REQUIREMENTS

- 3+ years of sales, business development and/or partner management experience.
- Consistently exceeds quota and key performance metrics.
- Demonstrated ability to engage and influence C-level executives.
- Strong presentation and written skills coupled with the ability to articulate complex concepts to cross-functional audiences.
- Preferably a hunter and hungry for new business successes, new partner on-boarding, generating new business and expanding footprint for existing partners.
- Develops and drive the engagement with business partners; Works towards nurturing the existing accounts. Manage multiple opportunities concurrently.
- Strong verbal and written communications skills are a must, as well as the ability to work effectively across internal and external organizations.
- A team player with excellent presentation and communication (oral & written) skills, who effectively integrates, motivates and builds relationships with cross-functional team members, sponsors, executives, and other stakeholders.

Company Description