CareerCross

PR/158094 | Partner Business Development

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1505337

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
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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

Roles & 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 CLOUD strategic direction, while growing 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 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 CLOUD.
- Sales and target driven, lead the team to meet and exceed sales target

BASIC QUALIFICATIONS
- 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.
- Bachelor's degree.

PREFERRED QUALIFICATIONS
- 3+ years working experience as a sales/pre-sales business development, system architect in enterprise IT industry, experience in Internet Data Center will be a plus.

Familiar with public cloud, private cloud, virtualization, network, storage, backup and disaster recovery products and companies.

Company Description