



PR/122457 | Sr. Sales Manager (Digital Native) B2B

## Job Information

### Recruiter

JAC Recruitment Indonesia

### Job ID

1507432

### Industry

IT Consulting

### Job Type

Permanent Full-time

### Location

Indonesia

### Salary

Negotiable, based on experience

### Refreshed

December 3rd, 2024 10:20

## 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

### Key Responsibilities:

- Propagate Lightstorm's sales mission to deliver associated programs for the company to achieve the business plan and revenue goals for the region
- Driving the **sales and sales development activities in the country** for all LTV products and services for all existing and prospective customer accounts – Farming and Hunting
- Strategize and lead all sales related activities like **Account Acquisition, Account management, Relationship management, and revenue and sales quota achievement.**
- Direct vertical industry focus sales and account management activities to online gaming companies, Content Delivery Network (CDN), local Indonesia digital native businesses, and finally Data Center companies
- Direct B2B sales and account management -Prospect and source new customer

accounts in Indonesia.

- **Sales, pipeline and quota achievement**

- Managing the day to day sales function with respect to reporting, forecasting,

implementation of sales strategies within the region

- Prepare weekly, monthly reports. Prepare and manage Rolling Forecasts for the
- Drive Sales Performance through an efficient CRM management system while  
working closely with the leadership team
- Grow and manage the sales pipeline of enterprise market on a funnel based approach.
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## Company Description