



PR/093530 | IT Sales

募集職種

人材紹介会社

ジェイエイシーリクルートメントシンガポール

求人ID

1504783

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:11

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

The company:

This innovative technology company is a leader in creating solutions for businesses. They're like a behind-the-scenes partner, providing the tools and brains needed for businesses to run smoothly. They utilize cloud, cutting-edge AI, and other tools to keep a company's network connected. They also build the infrastructure that allows information to flow, like the equipment that powers phone and internet connections.

Job responsibilities:

- Cultivate, maintain and grow relationships with established accounts that will increase business and ensure excellent customer relations
- Responsible for driving client satisfaction and taking ownership throughout the entire lifecycle to make sure sales, projects, and solution are delivered and meeting clients expectation
- Influence and work closely with vendors to achieve required results
- Prepare customer proposals, reply to tenders, RFQs, etc. in close coordination with the project team
- Prepare for presales materials such as capabilities brochures, presentation materials and support sales team in keeping a record of proposals and continuous tracking of project deliveries
- Good understanding of the project execution and delivery processes with strong ability to grasp customers' requirements, conduct gathering of requirements and analysis, and prepare functional requirements and services requirements' specification documents

- Submit to management all required sales and generate reports in a timely manner
- Any other ad-hoc duties as required or assigned

Key Requirements:

- Bachelor's Degree in IT, Business Administration, Marketing or other relevant disciplines
- Around 5-6 years of relevant sales experience in selling IT solutions (not only procurement of software & hardware, but also professional services delivery for IT system integration) to financial institutions/ banks etc.
- Possess fundamental ICT knowledge, Fintech solutions and domain knowledge of banking industry
- Experience in Services Sales with tender and bidding participation
- Proven experience negotiating with clients and vendors
- Possess analytical and problem-solving skills
- Self-motivated and pro-active in identifying new opportunities on the established account

Working Location: Singapore

Apply online or feel free to contact me directly (via email: tingyee.lim@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Lim Ting Yee (R23116601)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明