



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

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インドネシア

求人ID

1507432

業種

ITコンサルティング

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2024年12月03日 10:20

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

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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会社説明