



PR/157788 | IP Pre-Sales Manager

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 マレーシア

求人ID

1508878

業種

ITコンサルティング

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年12月11日 15:18

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

COMPANY OVERVIEW

Leading integrated telecommunications provider in Malaysia looking for IP Pre-Sales Manager to be focused on their strategic alliance partners.

JOB RESPONSIBILITIES

- Act like a product manager and able to understand customer network.
- Utilize solution skill to leads and identify opportunities based on customer insight.
- Proficient in products & solution such as Network (Router/Switch/WIFI), DCN switch, WAN (NE Router/Backbone) or Network Security.
- Able to understand customer's need and providing solutions.

- Develop and manage high-value relationships with key stakeholders in customer's technical team.
- Able to achieve sales target, sustain revenue growth and provide recommendations to enhance account growth and revenue potential.

JOB REQUIREMENTS

- At least 3 year of pre-sales working experience is preferred.
- Experienced in working with large high-profile accounts.
- Excellent public presentation and communication skills. Able to communicate effectively and tactfully with customer and staff at all levels.
- Strong in consultative and insight-based selling experience articulating complex solutions to decision makers and executives.
- Strong technical background in Network (Router/Switch/WIFI), DCN switch, WAN (NE Router/Backbone) or Network Security.
- Possesses strong sensibility for technology.
- Excellent interpersonal understanding and organizational coordination skills.
- Strong achievement orientation.

会社説明