



## PR/158094 | Partner Business Development

## 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

1509001

## 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 15:23

## 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

**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.

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会社説明