



PR/094180 | Sales Manager - Network Equipment / Infrastructure

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1513498

業種

ITコンサルティング

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2024年12月24日 12:41

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

Our client is a leading developer and provider of networking and electrical solutions.

LOCATION

HA NOI

JOB RESPONSIBILITIES

We are seeking a highly skilled and motivated Territory Account Manager to join our team

- Set and communicate sales targets to drive long-term growth within key accounts
- Develop and execute data-driven sales plans to achieve annual targets

- Build and nurture strong relationships with key account clients and partners
- Conduct on-site sales presentations, understand customer needs, and propose solutions
- Resolve client concerns promptly and professionally
- Maintain detailed account profiles and records
- Presenting in-depth report to the director of sales and other stakeholders, as required.
- Conducting regular market research to maintain an updated knowledge of clients' needs and competitors' activities.

JOB REQUIREMENTS

- A bachelor's degree in IT or a related field is preferred.
- Extensive experience in managing user accounts.
- Familiarity with structured network systems, enterprise network connectivity, and data center solutions is beneficial.
- Strong skills in consultative selling and creating solution proposals based on customer requirements.
- Proven experience in proactive sales roles.
- A track record of consistently meeting sales targets.
- Proficiency in using customer relationship management (CRM) software.

We look forward to hearing from you!

#LI-JACVN

#cityhn

会社説明