



Title: Channel Sales Manager

Department: Sales, Southeast Asia

Location: Flexible

Job Summary:

The Channel Sales Manager for our Structure Cabling Business is responsible for all technical aspects of the sales cycle, as well as helping to ensure customer satisfaction. The position is a key player in the development of the Brand Value in the southeast Asia market.

Essential Job Functions:

- Conduct sales presentations
- Prepare and present product demonstrations
- Develop channel partners network
- Identify market opportunities and trends
- Manage relationships with channel partners, consultants and key end users
- Monitor sales and operational results, based on KPIs
- Work closely with customers to understand their business and technical requirements
- Work with the internal team to prepare and provide input for technical customer inquiries
- Work with distribution partners to build the sales channel
- Work with the regional Sr. Management Team for developing the goal-oriented strategies
- Create and define pre-sale documentation, estimate templates

Minimum Requirements:

- Minimum of five (5) years of I.T. industry experience
- Candidate should have 3 – 5 Years of I.T. industry as Channel Sales Manager
- Candidate with structured cabling industry is preferred

Qualifications:

- Bachelor's degree or a combination of education and experience in engineering, information systems, estimation, design
- Proven technology skills, outstanding interpersonal abilities, and strong written and verbal communication skills
- Positive, service-oriented personality
- Languages: English and Bahasa



Apply Now:

- If you are interested in being a part of the Vericom team, please email your resume to international@vericomsolutions.com.

Disclaimer:

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

Vericom Global Solutions reaffirms its commitment to providing equal opportunities for employment and advancement to qualified employees and applicants. Individuals will be considered for positions for which they meet the minimum qualifications and are able to perform.