

Job Detail

Senior Level

Position Title	Cloud Security Technical Sales
Recruiter Company	Career International FOS Sdn Bhd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Sales/AE - IT Sales Planning/Marketing/PR - Business Development/Business Management/Corporate Planning Planning/Marketing/PR - Other
Industry	Telecommunications/Information Services
Location	Asia Thailand Bangkok
Job Description	<p>Description: As a Sales Development Representative, you will be responsible for identifying robust sales opportunities, profiling prospective customers, discovering their needs and driving new business through various outbound and inbound campaigns focused on security.</p> <p>You will help businesses work better together, move fast and innovate. As a member of the Sales Development team, you will be the first point of contact for hundreds of businesses, proactively engaging them to build enthusiasm while identifying and qualifying their security business needs to propose adequate solutions and send them on the most appropriate Sales path.</p> <p>You will work towards individual targets but will also be part of a larger sales team with a focus to grow our customer base across APAC. You will be in a phone-based environment, where you will interact with customers primarily via outbound calls.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> ● Hit quarterly Key Performance Metrics, and hit a target level of activity daily and weekly ● Manage a portfolio of assigned accounts to identify high potential prospects, both new business and upsell ● Execute outbound prospecting to source, contact, and engage prospective customers ● Educate customers on what we have to offer ● Execute daily outbound phone calls and emails (mostly cold calling), contact C-level decision makers, build quick rapport and assess needs. ● Understand prospects' pain points, gather technical requirements, correlate business needs to available Cloud security solutions (solution-selling) and build value for next steps in the sales process. ● Update and maintain prospect and customer data in Salesforce.com (CRM database). Manage leads, contacts, accounts, opportunities and activities in Salesforce.com ● Work towards team and individual goals for key performance indicators like productivity, conversion rates, opportunities and pipeline
Company Info	<p>BPO Company is a global digital business services company. Our global scale and local presence allow us to be a force of good in supporting our communities, our clients, and the environment.</p> <p>We deliver the most advanced, digitally-powered business services to help the world's best brands streamline their business in meaningful and sustainable ways.</p> <p>Working Place Environment:</p> <ul style="list-style-type: none"> - Work-life balance - Career development - Multicultural environment - Management - Etc.
Working Hours	9:00am - 6:00pm (Malaysia Time)

Qualifications	<p>Requirements:</p> <ul style="list-style-type: none"> ● BA/BS degree, technical degree desired ● Native in the language of the market, spoken and written ● Ability to speak and write English fluently and idiomatically ● Min. 2 years B2B Sales or Business development experience in outbound sales in the IT industry ● Some understanding of cloud computing concepts, in particular Google Cloud Platform ● Ability to connect business needs with adequate solutions, strong business acumen ● Strong interpersonal skills, team player and a high level of integrity and professionalism ● Comfortable working against an assigned quota in a phone-based environment ● Thrive in a fast-paced, high-growth, rapidly changing environment ● Knowledge of CRM systems, ideally Salesforce ● Analytical mindset and go-getter attitude; self-motivated to achieve personal goals and goals set for the team ● Organized and has pipeline management, time management skills and prioritization skills ● IT skills: essential computer skills to navigate efficiently a computer-based job <p>Desirable:</p> <ul style="list-style-type: none"> ● Cloud certification or Cyber Security certification ● B2B sales experience within Cyber Security ● Goal oriented, self-motivated individual who is proactive, confident competitive and tenacious ● Understanding of local market and local business environment
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	THB - Thai Baht THB 750K - THB 1000K
Salary Description	<ul style="list-style-type: none"> - Training provided - Career Growth - Housing Allowance - Annual Leave - Medical Benefits - Etc.
Holiday Description	<p>Holiday on weekend (Saturday - Sunday)</p> <p>Sick Leave</p> <p>Five-Day Workweek</p>