

Job Detail

Staff Level

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| Position Title | <Onsite Bangkok> 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 Sales/AE - Customer Success/Client Success |
| Industry | IT - Other |
| Location | Asia Thailand Bangkok |
| Job Description | <p>Responsibilities</p> <p>Hit quarterly Key Performance Metrics, and hit a target level of activity daily and weekly</p> <p>Manage a portfolio of assigned accounts to identify high potential prospects, both new business and upsell</p> <p>Execute outbound prospecting to source, contact, and engage prospective customers</p> <p>Educate customers on what we have to offer</p> <p>Execute daily outbound phone calls and emails (mostly cold calling), contact C-level decision makers, build quick rapport and assess needs.</p> <p>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</p> <p>Update and maintain prospect and customer data in Salesforce.com (CRM database). Manage leads, contacts, accounts, opportunities and activities in Salesforce.com</p> <p>Work towards team and individual goals for key performance indicators like productivity, conversion rates, opportunities and pipeline</p> |
| Company Info | BPO Industry |
| Working Hours | Monday till Friday 9 am - 6 pm |
| Qualifications | <p>BA/BS degree, technical degree desired</p> <p>Native in the language of the market, spoken and written</p> <p>Ability to speak and write English fluently and idiomatically</p> <p>Min. 2 years B2B Sales or Business development experience in outbound sales in the IT industry</p> <p>Some understanding of cloud computing concepts, in particular Google Cloud Platform</p> <p>Ability to connect business needs with adequate solutions, strong business acumen</p> <p>Strong interpersonal skills, team player and a high level of integrity and professionalism</p> <p>Comfortable working against an assigned quota in a phone based environment</p> <p>Thrive in a fast-paced, high-growth, rapidly changing environment</p> <p>Knowledge of CRM systems, ideally Salesforce</p> <p>Analytical mindset and go-getter attitude; self-motivated to achieve personal goals and goals set for the team</p> <p>Organized and has pipeline management, time management skills and prioritization skills</p> <p>IT skills: essential computer skills to navigate efficiently a computer based job</p> |
| English Level | Daily Conversation Level (TOEIC 475-730) |
| Japanese Level | Native Level |
| Salary | THB - Thai Baht THB 500K - THB 750K (Month salary : THB - Thai Baht THB 41.667K - THB 62.5K) |
| Salary Description | Housing allowance |

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| Holiday Description | Five-Day Workweek |
| Job Contract Period | Fulltime position |

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