

Job Detail

Staff Level

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 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</p>
Company Info	BPO Industry
Working Hours	Monday till Friday 9 am - 6 pm
Qualifications	<p>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>
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

Holiday Description	Five-Day Workweek
Job Contract Period	Fulltime position

Copyright © Human Global Talent Co., Ltd. All rights reserved.