

Job Description (JD)
Sales Engineer (Software)
(contract)
PHP

KEY FUNCTIONS:

- To achieve and exceed sales targets (sales and GP) & KPI set by the company.
- Accountable for the sales objectives associated with the assigned territory.
- Developing Strategic account plan to develop account business plan and targets.
- As an Individual contributor, be daring and willing to take up the lead role for sales growth initiatives and productivity enhancement, which will potentially involve cross-department collaboration.
- Responsible for the execution of day-to-day sales operations. Inclusive of :
 - a) Establishing account plans; ensuring sales funnel generation, and establishing strong intake funnel and funnel accuracy.
 - b) Handling customer inquiries, and directing/escalating issues to the proper channels for supporting customers' escalation.
 - c) taking ownership of the accounts assigned
- Building strong customer relationships to ensure business retention and growth
- Taking the initiative to develop accounts ranging from business plans to customer satisfaction
- To carry out any other assignments from time to time.
- Alignment with SM to execute strategic business development and growth plan on assigned accounts / portfolio.
- Upon assignment of business development portfolio, to lead and engage with all stakeholders required for the success of business developed
- To provide insight and marketing needs to strengthen business needs/accounts. Hence, to work closely with the marketing team and suggest strategies to expand business reach.
- To present business or marketing opportunities to company executives (internal and external) and management.
- To develop customer senior executive managers (Senior Engineer and above) relationships and strategic business collaboration.

JOB SPECIFICATION:

- Candidate must either possess:
 - (a) Diploma/Degree in any Information & Communications Technology (ICT) and/or
 - (b) at least five (5) years of experience in Sales OF ICT products/services.
- Working experience in selling either (i), (ii), (iii) is an advantage:
 - (i) Test & Measurement equipment
 - (ii) Software, or
 - (iii) Networking products and services.
- Customer oriented and enjoy customer service nature of business.
- Good command of spoken and written English.
- Work location: Philippines