

Enterprise Account Manager, Philippines

- Sales and Client Management
- Based in Manila, Philippines

- Competitive Annual Cash Compensation + Bonus + Benefits

ERLMS Limited is a professional management consulting firm specialising in providing Organisational & Human Resource Management Consulting, IT System Development & Solution and Executive Search services to companies worldwide.

Our client, one of the world's leading and reputable technology companies with major presence in Asia Pacific, is seeking a Enterprise Account Manager to market, promote and secure new sales for the full range of Enterprise Solution products of the company and to meet or exceed sales and profit targets for the Philippines market.

Reporting to the Enterprise Director, your primary responsibilities include:

- Plan, organise, direct and control sales and marketing activities of the company in the Philippines for Distributors and Business Partners in order to assist in achieving sustainable and profitable growth in sales turnover year-on-year.
- Responsible and accountable for sales volume and profitability of the company's assigned enterprise solution products; ensuring sales and gross margin targets are met.
- Secure sales and turn in good margins.
- Follow and review Go to market strategy and manage sales teams that include Channel, Enterprise Business Partners, Network Solutions Partner, and Distributors etc.
- Direct and control sales and marketing activities in order to achieve sales targets and results within defined financial budget.
- Attend to sales enquiries and generate sales proposals to meet and satisfy client enquiries and requirements.
- Meet with potential clients to explain proposals and solutions in order to secure sales away from competitors.
- Conduct product presentations to clients and users; impart knowledge about the company's products' strengths and applications and demonstrate how the products and applications can meet the requirements of the clients.
- Attend site show-rounds when necessary and gather information for preparation of product and service quotations.
- Work on Tenders to win new sales.
- Submit periodic sales forecast, project tracking reports, won/lost/pending reports and all other relevant reports relating to specific projects to management.
- Defend and increase the company's market share by understanding the activities of the competitors and compete aggressively in the market to win businesses.
- Maintain good customer base and ensure all assigned accounts are properly maintained and serviced.
- Work with the Projects and Service organisation to ensure smooth execution of projects, excellent customer service is provided and customer satisfaction level is met.
- Be the product champion of products assigned and be the key resource person in the organisation for the product.

KEY SKILL AND ATTRIBUTE REQUIREMENTS

- Recognised qualifications or equivalent experience in one or more sales disciplines. Enterprise & IT business or direct/indirect sales Channel supply chain.
- Positive, self-motivated and aggressive individual who can work independently and contribute successfully within a team.
- High degree of competency in professional skills including negotiation, presentation, and relationship management.
- Excellent technical aptitude, and/or product and industry knowledge.
- Excellent computer literacy skills (Excel, Word and PowerPoint), and communication and organisational skills.
- Good experience in managing Profit and Loss and in overseeing and managing sales activities.

WORK EXPERIENCE AND QUALIFICATION

- Minimum Bachelor's Degree in Engineering discipline or equivalent.
- Minimum 4 years' experience working in an enterprise sales and/or channel sales environment; have demonstrated high levels of success with multi-million dollar sales targets.
- Knowledge of the IT&T industry as well as contacts within the larger Systems Integrators (SI's) at senior levels preferred.
- A sound understanding of the components within the IT&T infrastructure is mandatory.

This is an exceptional opportunity to be part of a fast growing multi-national organisation with significant presence in the Asia Pacific region.

The Hiring Company would like to have someone on board as soon as possible. Interested candidates, please send in your application immediately.

To apply, please email your detailed resume to ERLMS Limited on executivesearch@erlms.com. Please also indicate in the resume your current and expected salary packages, a must please.

ERLMS Limited
Management Consulting & Services

All information collected is solely for recruitment purpose and will be treated in the strictest confidence.