

## Sales Manager, Hong Kong

- Sales and Customer Relationship Management
- Based in Hong Kong

- 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 Sales Manager to be responsible for the acquisition and growth of specific targeted new accounts (DPG Channel & Solutions (cooling, power, TVSS, monitoring)) in Hong Kong and to work closely with the technical pre-sales as well as customer service teams to deliver appropriate solutions to customers.**

### **Reporting to the Sales Director, your primary responsibilities include:**

- Responsible for acquiring new targeted customer accounts; ensuring incremental sales for the organisation.
- Penetrate and build a list of targeted new accounts ideally through channel partners, but if necessary go direct to produce incremental sales for the organisation and responsible for solving customer problems and ensure customer satisfaction for these newly acquired accounts.
- Ensure continuous development of the business in Hong Kong by acquiring and building new customers and business for the organisation and report to Sales Director regarding new accounts and business related matters in Hong Kong.
- Expand the list of target accounts by getting turnkey project leads and do buddy calls and work closely with the technical pre-sales teams as well as customer service teams to deliver appropriate solutions to customers.
- Be a hunter and a strong team player to influence and drive success for the organisation.
- Manage, monitor and control all sales activities of the designated target customers.
- Ensure customer oriented sales and marketing activities are effectively developed and implemented; plan, develop, organise lead and participate in sales and marketing activities of the organisation's product portfolio in Hong Kong with overall responsibility in planning, making decisions for marketing strategies, budget forecasting, financial and technical negotiations,
- Take responsibility for the development of all Sales & Project Management related activities in Hong Kong; ensuring the organisation is the customers' preferred choice as a trusted business partner by delivering quality products, systems and services on time to customers.
- Investigate and develop new business opportunities in Hong Kong; assess market studies, analyse needs of customers, identify potential customers and new business opportunities of customers and negotiating with customers to ensure satisfactory business deals between the organisation and the customers.
- Fully responsible for the allocated sales activities from identifying business opportunity to ensuring receipt of payment from assigned customers.
- Arrange and lead tender preparation, customer presentations, meetings and seminars.
- Analyse customer inquiries, prepare quotation and provide feedback of product information to customer.
- Achieve sales and order booking for the dedicated customer accounts; ensuring consistent and low operating cost is applied and as agreed in the budgets.
- Analyse market situation, product development and pricing concerning competitors within dedicated customer accounts; prepare monthly business reports and update weekly sales funnel.
- Authorise submission of commercial proposals and negotiate commercial contracts with customers to an agreed value designated by the management.
- Ensure continuous development of end-user customers; keeping these customers happy and providing these customers with satisfactory services.
- Focusing on meeting customer's needs, maintaining close and long-term customer relationship.

### **KEY SKILL AND ATTRIBUTE REQUIREMENTS**

- A broad and deep knowledge of requirements and needs for data centre infrastructure, especially turnkey solutions a definite advantage.
- Superb knowledge of power and cooling products and functionality highly preferred.
- Proficient in strategic marketing, research and sales skills.
- 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 skills.
- Proactive, good attitude and passionate to win with excellent interpersonal skills.
- Result oriented, creative, innovative and analytical, and possess a strong commitment to excellence.
- Fluent in both written and spoken English & Chinese.

### **WORK EXPERIENCE AND QUALIFICATION**

- University or College Degree.
- Minimum 6 years' experience within the electrical and mechanical and/or telecommunication fields.
- Solid experience with high profile customers within the Hong Kong market.
- At least 5 years experience in sales background with an executive level network and proven performance in high-level negotiations is preferred.
- Computer literacy; competent in Microsoft Office or similar software.

**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. Please specify the position that you are applying for in your email to us.**

**To apply, please email your detailed resume to ERLMS Limited on [jane.foong@erlms.com](mailto:jane.foong@erlms.com). Please also indicate in the resume your current and expected salary packages, a must please.**



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