

Senior Sales Manager - Enterprise Solutions, 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 Senior Sales Manager, Enterprise Solutions to oversee and lead the Enterprise Solutions (DPG Channel & Solutions (cooling, power, TVSS, monitoring)) Sales Team in the Philippines.

Reporting to the Head of the Sales Organisation, your primary responsibilities include:

- Achieve and/or exceed the yearly sales targets and profitability of the company products in the Philippines, in particularly Air, Power, TVSS, Monitoring and Integrated managed racks.
- Responsible for organising the direction and control of sales and marketing activities of the company; activities in relation to Enterprise Industry to ensure that year-on-year sales growth is sustainable and profitable.
- Lead and guide the sales team towards a culture of long term customer relationships; adapting a professional approach and where possible strive for a win – win solution.
- Accountable for the development, market growth and relationship management of Channels and Enterprises for the company's Business-Critical Continuity Solutions. Partners may include Value-add Resellers, Solution Partners, Business Partners or Distributors. Enterprises may include Banking and Financial institutions, Government, Pharmaceutical and other industries.
- Develop value-based partners in key national and regional Partner accounts so as to create opportunities to achieve outstanding sales results and increase market penetration of the companies' solutions.
- In conjunction with the Head of the Sales Organisation, plan and define strategies for marketing, sales and sales support in the region.
- Plan, direct and control the sales activities of the company which are related to Channel & Enterprise Industry so as to achieve and exceed company's objectives.
- Lead and guide the sales team in completing the sales cycle; from getting the purchase order through to receiving payment from customer.
- Participate and contribute to the development of marketing plans and targets by closely monitoring and analysing orders and sales results and market intelligence.
- Supervise, appraise, motivate and develop team members to ensure continual improvement and optimisation of performance.
- Initiate and participate in short, medium and long term sales and marketing planning of the company to ensure sustainable profit growth of the business year after year.
- Plan and execute marketing and sales incentive plans for assigned partners to drive sales and pipeline growth.
- Demonstrate excellence in weekly pipeline management and in forecasting and reporting sales and sales results.
- Drive Partner sales activity which includes direct support of end user sales engagement, develop relationships and close business opportunities and deals.
- Act as the primary point of contact for all business partner enquiries.
- Build valuable partnerships through structured planning and quarterly reviews of activities.
- Deliver solutions support through demonstrating product and industry knowledge.
- Plan and implement activities to drive Channel Partner Programmes in assigned territories, which includes developing contracts, accreditation, certification and training programmes.
- Demonstrate the highest degree of professionalism at all times while representing the company.
- Conduct product presentations to potential clients and users; promoting product strengths and applications and illustrating how they can meet the requirements of clients.
- Ensure that company's quality and professional image in the market are upheld at all times.

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 business operations.

WORK EXPERIENCE AND QUALIFICATION

- Minimum Bachelor's Degree in Engineering discipline or equivalent.
- Minimum 6 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.



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