

JOB DESCRIPTION

Position: Channel Account Manager – Hanoi Office

1. Sales Responsibilities

- Responsible for business to ensure the KPIs assigned, including Trade Margin, Market Value Growth, Vendor Diversity for the assigned products;
- Provide proper business plans and Sales forecast aligned with Company's annual targets;
- Initiate and implement channel strategies in accordance with companies' strategies;
- Create business promotion programs through Sales agents; develop and manage channels to ensure sales activities aligned with Company's strategies and budget;
- Forecast possible business scenario and provide solution proposal;
- Manage marketing campaigns to support pipeline generation in the market;
- Support Country Manager in building pricing policies, defining potential market for Company's products and services.

2. Requirements

- At least 5-year experience at Account Manager position in IT business, deep understanding on IT project market.
- University graduated with major in Economics and IT, knowledge in Datacenter solutions including Systems, Storage, Backup, Hyper Converge, Cloud, DC switching, DC infrastructure.
- Experience in doing B2B/B2C Sales, prioritized for candidates with experience in doing IT projects with end-users.
- Entrepreneurial - willing to go the extra mile, strong work ethic, resourceful, "get it done" attitude. Excel in fast-paced environment.
- A high level of business acumen and experience working with mid to senior level engagement with customers, partners, and vendors.
- Very good command of written and verbal English.
- Good communication, presentation, and interpersonal skills.

Interested parties, please send your resume to enquiries_apac@exclusive-networks.com