

Regional Sales Manager - APAC

Job Description

The Regional Sales Manager reports to the Sales Executive and is a member of the Company's global sales team. The Regional Sales Manager has Technical Domain Knowledge and is a contributing member of his/her sales team. The Regional Sales Manager will co-ordinate and facilitate the support of Sales Engineers, Professional Services (implementation resources), Product Requirements for Development, Customer Service resources, and other resources as needed. The Regional Sales Manager is also responsible for account management, growth and development of their region. involvement with prospects and client management.

Duties and Responsibilities

The Regional Sales Manager is accountable for the profitable achievement of sales objectives associated with the assigned market, segment, and sales co-ordination to achieve productivity and the greatest overall impact on company results.

Your specific responsibilities include:

Ongoing Sales Team Management:

- understanding customers' diverse, specific business needs and applying Netsweeper Product knowledge to meet those needs;
- ensuring quality of service by developing a thorough knowledge of technical specifications and other features of Netsweeper Software;
- cold-calling in order to create interest in products and services, generate new business leads and arrange meetings;
- identifying and developing new business through networking and follow-up calls;
- preparing and delivering customer presentations and demonstrations of the software, articulately and confidently;
- marketing and promoting a portfolio of products by writing and designing sales literature and through attending industry events;
- developing effective sales plans using sales methodology;
- providing technical advice to customers on all aspects of the installation and use of computer systems and networks, both before and after the sale;
- advising on software features and how they can be applied to assist in a variety of contexts;
- meeting sales targets set by managers and contributing to team targets
- networking with existing customers in order to maintain links and promote additional products and upgrades;
- responding to tender documents, writing proposals, reports and supporting literature;
- managing workload in order to organise and prioritise daily and weekly goals;
- contributing to team or progress meetings to update and inform colleagues.
- Ownership of KPIs/metrics to measure and improve your performance.
- Ownership of your overall sales pipeline including ongoing proactive management and analysis of quota achievement
- Reviewing and approving all quotes/proposals/sales
- Assisting with accounts receivable resolution.

- Regional travel (30-45% travel expected).

Ongoing Personal Initiatives:

- Becoming a passionate and knowledgeable spokesperson for the company's technology and solutions.
- Building peer support and strong internal company relationships with other key management and functional personnel.
- Building and maintaining strong customer relationships by becoming a point of contact for key partners and customers.
- Working with Management to ensure market-level strategic and business objectives are met by the sales team.
- Coordinating the involvement of other departments including marketing, sales engineers, customer support, service, and management resources, to maximize business results and clients' expectations.
- Supporting the consistent implementation of company initiatives.

Measures of Success:

- Meeting assigned quotas for sales including revenue and units.
- Maintaining an appropriate sales funnel/ratio vs. quota f
- Ensuring the implementation of all company mandated customer-related initiatives.
- Ensuring a high level of transparency and accountability throughout the sales organization.
- Achieving objectives as defined by the Sales Executive.

Qualifications

- University degree or equivalent preferred in a Technology Domain.
- Product Domain and Market knowledge of Education and Telco Software and Security
- Minimum five (5) years of sales experience in a business to business sales environment, in addition to at least 5 years' experience as a salesperson/individual contributor.
- Ideally experience selling telecommunications software, or knowledge of these specific software spaces.
- Successful track record of selling into the ISP/Telecommunications market.
- Technology-savvy power-user of modern productivity tools and communication assets (Skype, GoToMeeting, LinkedIn, etc.)
- A history of accountability and proven success building sales pipelines.
- Proven ability to manage complex sales cycles utilizing solution selling and consultative selling techniques
- Excellent sales and negotiation skills.
- A track record of successfully negotiating, and managing the sales cycle to closing of the sale
- Passport and driver's license required
- Must be able to travel
- Ability to inspire and be motivated to selling into the large account market segment and enterprise market segment
- Excellent communication, listening and 'people skills'.
- Initiative, drive and enthusiasm, coupled with solid problem solving skills.
- Excellent planning and organizational skills.
- Experienced in using CRM systems and processes.

- Strong user of MS Office mandatory, particularly an Advanced User of MS Word, MS Excel and PowerPoint.

Candidates must be legally entitled to work and able to travel abroad.

Company Benefits

Competitive Compensation:

- Excellent Base Salary
- Annual Bonus Compensation Plan

Comprehensive Benefits:

- Wide-ranging Health Benefits Including Disability
- Training Reimbursement and Internal Training Programs to enhance learning opportunities for employees

Employee Participation:

- Social events throughout the year
- Travel

Working Conditions

While performing the duties of this job, the employee is regularly required to sit for extended periods of time for meetings or work, travel to different locations via plane and internationally, operate a motor vehicle (with a valid driver's license), operate a personal computer, visually inspect forms, conduct oral communication via telephone and in person.

Notes

The above job posting and information was written to indicate the general nature and level of work performed by employees in this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required. Occasionally other job related duties may be assigned.

We thank all candidates for their interest but due to the volume of resumes we receive only candidates under consideration will be contacted. If interested in this position, please submit resumes to careers@netsweeper.com.