

Account Manager Telecom

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Company: Vertiv

Location: Vietnam

Category: other-general

Who we are:

Nearly all aspects of our lives involve the use of technology. It is how we work and play and do anything in between. This connectivity or use of data is built into the very fabric of our society. It is vital to human progress. Vertiv believes there is a better way to meet this accelerating demand for data — one driven by passion and innovation.

As industry experts and Architects of Continuity, we collaborate with our customers to envision and build future-ready infrastructures. We leverage our portfolio of hardware, software, analytics, and services, to ensure our customers' vital applications run continuously, perform optimally, and scale with business needs.

Why Join Us?

Meaningful and Fulfilling Work

Inspiring and Caring Leaders

Global Talent Center

Recharge Your Potential

Summary:

Responsible for achievement of sales goals in Vietnam, managing key sales accounts for higher profitability and growth.

To achieve significant new profitable supply contract (Network Power products for Telecom and IDC) and Consulting Services (including consultancy for Designing, Engineering, Constructing, Testing, Commissioning etc).

First line interface for technical resources into VERTIV.

Responsibilities:

Operate as a team member within the VERTIV, promoting VERTIV's sales activities in Vietnam.

Achieve quarterly and annual budgeted Revenue for VERTIV (measured in terms of Revenue earned from the end user) by: winning and developing new business in accordance agreed forecast and Business Plan; growing existing contracting in Vietnam and growing new business by 3 major projects per year.

Working with the country manager, to maximise the efficiency of project teams to meet contract commitments and in achieving the required quality and cost requirements

Develop and implement a sales and marketing strategy to win supply and service contracts, within the agreed territory including high level account planning, co-ordination and representation, promotional activities etc;

Identify high potential strategic business opportunities, set priorities and implement action plans in Vietnam by working within strategies developed with the General Manager, VERTIV;

Produce timely monthly reports to General Manager on business opportunities and forecast revenue;

Follow Commercial processes as documented under the VERTIV Commercial processes to obtain formal approval for tendering registration of projects, pricing, co-ordinate assigned resources to respond to tender, establish project management, obtain legal, taxation and financial reviews, ensure integrity of contracts/invoicing/payment etc;

Contribute to the budget planning process and operate within budget cost constraints and office procedures established by the VERTIV management;

Participate in regular VERTIV team reviews of market and customer based Sales order and revenue achievements and strategic planning.

Shared responsibility with General Manager to achieve annual quarterly targets for revenue, orders & EBIT as agreed at Annual Review and as revised through progressive forecasts during

the year.

Requirements:

Degree on Engineering or Information Technology

Sales or marketing professional with experience working in a high technology service environment.

At least seven years experience in a relevant high technology area in either a Major technology or telecommunications sales, product marketing or customer communications environment;

Be fluent in English and Vietnamese

Mature individual with quiet confidence to win respect and gain access to senior management from potential partners (Ericsson, Nokia, Siemens, ... VNPT, Viettel, ETC, P&T operators).

Have the self confidence and be self motivated to make cold calls to prospective customers and develop a long term relationship.

Have the self discipline, the tenacity and perseverance to follow up and close a contract.

Understand the commercial requirement of Vertiv, Vertiv's Objection; customer requirement; product, service, operation and processes.

Have a knowledge or demonstrable aptitude for the planning, design and construction business in Vertiv. A through knowledge and expertise, in high value, industrial sales environment with contracting bidding processes, risks and project delivery options.

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