

Project Specialist

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Company: Supermicro

Location: Vietnam

Category: business-and-financial-operations

Job Req ID: 24296

About Supermicro:

Supermicro® is a Top Tier provider of advanced server, storage, and networking solutions for Data Center, Cloud Computing, Enterprise IT, Hadoop/ Big Data, Hyperscale, HPC and IoT/Embedded customers worldwide. We are the #5 fastest growing company among the Silicon Valley Top 50 technology firms. Our unprecedented global expansion has provided us with the opportunity to offer a large number of new positions to the technology community. We seek talented, passionate, and committed engineers, technologists, and business leaders to join us.

Essential Duties and Responsibilities:

- Build and maintain a network of business relationships, including the executive management of Vietnam clients, prospects, and other referral resources
- Explore new business opportunities and promote in-house system solutions in Vietnam
- Ability to present the corporate brand, product messaging, and solutions to sales and end customers
- Partner closely with sales and marketing teams to ensure the product roadmap is competitive in the market
- Develop and deliver a clear strategy and partner closely with marketing, engineering, and business development to provide complete system solutions to customers
- Ensure customer overall satisfaction, and collaborate with internal engineering teams to resolve clients' issues or concerns in a timely manner.

Qualifications:

Bachelor degree or above

Fluent in English, Mandarin and Vietnamese

2+ years of working experience in the IT/Computer Industry preferred

Excellent knowledge of server systems, PC systems, and computer peripherals is required

Demonstrates strong organization and planning skills

Demonstrates understanding of how to successfully work in cross-functional organizations and impacts to schedules

Strong initiative and ability to work in a self-directed environment

Strong organizational and problem solving skills

Ability to travel to meet customers

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