

Sales & Marketing Executive

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Company: DeltaFrontier

Location: Vietnam

Category: other-general

DeltaFrontier is Singapore based company, value added solution partner provides edge technology in AI and IoT world. As a regional distributor, we target to be a leading new technology solution and product supplier in the region.

An innovative company, DeltaFrontier is fast growing. Our success is largely due to the high skilled staff and professional service which allow us to expand speedily in this region.

DeltaFrontier's employees are talents with energetic, accountable and creative with strong hands-on experience. Those are the driving force of the company seeking for talent to move forward towards achieving goals.

The Role

- 1 . Sales Strategy Execution: Implement and refine sales strategies to effectively promote and sell smart workspace and data center solutions to the SME market, ensuring alignment with the company's growth objectives.
- 2 . Lead Generation and Cold Calling: Actively generate new sales leads through market research, networking, and cold calling. Initiate first contact with potential clients, introducing our solutions and setting the stage for further engagement.
- 3 . Marketing Campaigns: Collaborate with the marketing team to design and execute impactful marketing campaigns that resonate with the target SME audience, driving awareness and lead generation for our solutions.
- 4 . Product Demonstrations and Presentations: Conduct dynamic and informative product

demonstrations and presentations, clearly articulating the value proposition and benefits of our smart workspace and data center solutions.

- 5 . Client Relationship Management: Build and nurture strong, enduring relationships with SME clients, ensuring high levels of satisfaction and fostering opportunities for upselling and cross-selling.
- 6 . Market Intelligence: Maintain a deep understanding of the SME market's needs, trends, and competitor activities within the smart workspace and data center domains, leveraging this insight to inform sales and marketing strategies.
- 7 . Content Development: Work closely with the marketing team to develop compelling sales and marketing content, including case studies, product sheets, and whitepapers that effectively communicate the value of our solutions.
- 8 . Sales Targets and Reporting: Meet and exceed sales targets, and provide comprehensive reports on sales activities, pipeline, and performance metrics, maintaining transparency and accountability.
- 9 . Feedback and Improvement: Serve as a liaison between the market and our product teams, channeling customer feedback and market insights to inform product development and marketing strategies.

Ideal Profile

Education: A bachelor's degree in Business Administration, IT, or a related field.

Experience: Proven track record in inside sales, specifically in selling IT solutions or services, with a strong preference for experience in smart workspace and data center solutions.

Industry Knowledge: Deep understanding of smart workspace technologies (like IoT, AI-driven automation) and data center solutions (including cloud services, data storage and security).

Communication Skills: Exceptional communication and presentation skills, with the ability to

articulate complex solutions in a clear and persuasive manner.

Analytical and Strategic Thinking: Ability to analyze market trends, understand business needs, and develop strategic sales approaches tailored to the enterprise sector.

Technical Proficiency: Comfortable with CRM systems, data analysis tools, and productivity software.

Results-Driven: A strong focus on meeting and exceeding sales targets while contributing to the overall growth of the business.

Team Collaboration: Excellent team player, with the ability to work effectively across different functional teams and contribute to a positive and dynamic sales culture.

What's on Offer?

Fantastic work culture

Attractive Salary & Benefits

Opportunity to make a positive impact

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