



Sales Account Manager (Microsoft ERP Software)

Purpose

- The Account Manager (AM) is responsible for achieving all sales and revenue goals for an assigned territory by developing, building, and strengthening long-term relationships with customers and partners. The position will involve business development and deal making skills including strategic consulting and need assessment, identifying and driving new business opportunities, pricing negotiations, contract development, and working with internal Sales & Service Team to propose solutions to prospective clients. This position reports directly to Senior Level.

Job Description

- Collaboratively work with the team to develop an overall territory account plan in order to maximize opportunities and generate sales activity with customers
- Responsible for engaging, identifying prospect customers to achieve monthly sales targets and net profit quota
- Leads negotiations, coordinates complex decision-making process, and overcomes objections to capture new business opportunities
- Develops and utilizes marketing related events, seminars, mailings and call campaigns to increase brand awareness and presence in the local market
- Evaluates software contract spend and utilization in a given organization. Must then be able to optimize spending mandays, and implementation strategies. This will require high level of knowledge of internal organization workings, Information Technology trends
- Develops strong knowledge of leading industry trends and technology
- Submits accurate and timely forecasts that are aligned with assigned sales quotas. Forecast sales revenue on a monthly, quarterly and annual basis
- Provides leadership and licensing knowledge to the customers and maintains an appropriate presence in the software industry community
- Generates opportunities for meetings with key decision making personnel to drive the sales process forward

Job Requirement

- Bachelor's Degree in Business Administration is preferred
- 5-10 years professional sales experience in software or service-related industry with preferred successful software sales / software licensing experience
- Experience in Solution Selling techniques with an emphasis on strong account and territory management
- Proven track record of consistently exceeding corporate objectives and quotas
- Ability to build relationships and quickly develop trust with C-level executives
- Highly motivated and results-oriented
- Strong presentation, communication, organization, multitasking, and time management skills
- Solid problem solving and consultative skills required
- Ability to work in a fast-paced team sales environment with minimum supervision
- Proficient with Outlook, Word, Excel, and PowerPoint
- Sales certification exams passed as preferred
- ERP or Business consulting experience and knowledge will be plus advantage
- Excellent English



Attractive Benefits

- To become a member of the leading Microsoft Dynamics Partner in South East Asia
- Overseas training and traveling opportunities
- Opportunities to work and develop consulting skills in the large scale projects with international partners
- As a team member of very few “Asia Pacific managed” partners, you will have great opportunities to be trained, certified and supported by Microsoft Corporation
- To become a member of largest Microsoft technology community with full access and resources to the latest technologies
- Very attractive bonus schemes
- Clear career path and personal development plan
- Special healthcare program for individual and family members
- Other additional allowance: transportation & mobile-phone allowance

Working location

- Bangkok, Thailand

Contact person

Please submit your CV in English to:

Contact name : Mr. Komsann Preechachai

Email : komsann@votivasoft.com