

Reports to:	Reporting to respective Country Head and dotted line reporting to SEA President based in Singapore
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Job Summary:

Channel Sales Manager (based in Asia Pacific markets)

Responsible for business development, achieving sales targets and profit.

You are required to develop, manage and maintain strong account relationships with the customers and to drive, maintain and further develop sales for assigned accounts. You will work cross-organizationally to coordinate pre-sales, marketing, technical services and support issues to drive IT networking solutions for customers.

Essential Functions:

1. Responsible for driving revenue growth, pipeline, profit and customers' satisfaction for your assigned accounts
2. Establish and penetrate into new market segment for new clients to increase market share
3. Manage assigned accounts by nurturing business relationships with clients, understanding their business needs, and managing the sales process with an understanding of the client's buying process
4. Measure, monitor and manage accounts sales revenues, sales forecasts, budgets and provide updates to management. Identify problem areas, and allocate resources to improve overall performance
5. Business development with partners to further develop markets for D-Link
6. Prepare and present sales proposals, tenders, and account management plan. Negotiate contract terms with customers in accordance with company's policies.

Additional Responsibilities:

Performs other duties or projects as assigned.

Qualifications:

- Bachelor's Degree in Computer Science, Business Studies, Marketing or similar discipline
- At least 3-5 years experience in channel sales management, business development, working with distributors, resellers, and value-added resellers. (Prior work experience in either local market is critical)
- Commercially astute, strong sales presentation skills, persuasive and influential
- A self-motivated, aspiring individual who desires to expand D-Link's market share and maximize revenue and ability to work independently
- Singapore based professionals who are **overseas returnees** (Vietnam, Philippines, Indonesia, Thailand, Cambodia, Myanmar) are highly desirable
- Fresh university graduates' returnees are welcome
- Proven track record of achieving and exceeding sales targets, high initiative and demonstrated superior sales project management skills
- Willing to travel



Please send in your resume to @sg.dlink.com (get respective country HR email Add). We will review your resume and contact shortlisted candidates if there is a suitable opening within 3 months from the date of receipt of your resume.