

Sales Manager - Enterprise Market (Enterprise Software Solution)

Role Description

We are currently hiring Sales Manager based in Hong Kong. The successful applicants will join our Hong Kong enterprise sales team and work alongside with our sales and marketing team.

What You'll Do

- Have full responsibility to achieve assigned sales target.
- Prospect new corporate accounts / sell our CRM / Mobile Cloud / ITSM solutions such as Salesforce.com, ServiceNow.
- Explore new business opportunities, formulate account development plans and sales strategies for penetrating into the market.
- Manage and lead whole sales cycle from sales opportunity, pipelines to contracts.
- To develop long-term relationship with existing valued customers and achieve high level of customer satisfaction.

About You

- 5+ years of solution sales experience selling CRM, ERP, or similar business applications to large, complex enterprise organizations.
- Strong track record of success selling enterprise software solutions.
- Be creative with strong problem solving skills and the ability to succeed in a fast paced environment.
- Result-oriented, self-motivated, innovative and positive personality.
- Proven ability to work well as part of an extended sales team.
- Good employment tenure and commitment to employers.
- A Cantonese speaker with good command in English (written and spoken) and Mandarin (spoken).
- Degree educated.

Work Environment

- We provide competitive compensation, generous benefits and an energetic atmosphere. This is a very collaborative and inclusive work environment where individuals strong on aptitude and attitude will have an opportunity to grow their professional careers through working with some of the most advanced technology and talented developers in the business.