



Enterprise Solution
Professionals on Information and Network

- IT Solutions (Hardware, Software, Services)
- Business Process & Technology Outsourcing
- E- Business & Web Solutions



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E-SPIN SDN BHD

E-SPIN Sdn Bhd is one of the fastest growing enterprise IT solutions, e-business/web solution vendor and outsourcing service provider. In line with our expansion plans, we are welcoming people who thrive in challenges and are driven by a passion of dynamic commitment to join us in marketing, sales and customer support. We invite ambitious individuals to join our team and share our growth for the following position:

Business Development Senior Executive / Manager

(Kuala Lumpur - Petaling Jaya)

Responsibilities:

- Manage assigned accounts, identify new leads, upsell from previous closed business
- Manage the business relationship, gather customer intelligence data, cover all levels within the customer organisation, deliver quality service and total customer satisfaction
- Fulfill tender/proposal requirements, ensure comprehensive solution with competitive pricing and a compelling value proposition
- Position proactive proposals - anticipate customer requirements, aligning their business goals with feasible IT solutions which provide highest return on their IT investment
- Work with various groups internally e.g. Solution Architect, Solutions consultants, project managers in order to position's proposals as business solutions of greatest added value
- For Manager at least 5 years experience in IT sales - preferred with established contact and network within our industry. Manager required to lead, guide and mentor Senior Executive to achieve their sales quota maintain satisfactory sales performance
- For Senior Executive at least 3 years experience in IT sales - preferred with established contact and network within our industry

Requirements:

- Focus sector :- i) FSI – Financial, Securities, and Insurance ii) Commercial Sector iii) GLC – Government Link Corporation and iv) Public Sector (government and government agencies)
- Minimum Degree in Computer Science/Information Technology or Marketing
- Required skill(s): corporate sales, persuasive presentation, follow up.
- Required language(s): English.
- At least 3 year(s) of working experience in IT Sales, established coverage in the above-mentioned accounts would be an added advantage
- Have proven track record in sales - targets met consistently with an inclination towards consultative selling style
- Familiarity with a wide breadth of IT solutions would be ideal - PC/servers, networking, applications, storage, IT security, etc.
- Results-driven and independent, process-oriented and has a good discipline in maintaining proper tracking of forecasts, account planning and opportunity management
- Above average proficiency in English - both speaking and writing with an ability to deliver a convincing presentation
- Able to carry a sales target/quota of at least RM 1.2 / RM 6 million in gross profit (GP)
- Remuneration package include Basic and Commission
- Applicants should be Malaysian citizens or hold relevant residence status.

We offer good remuneration package that commensurate with experience and skills. Interested applicants are invited to email your resume together with the photograph, current and expected salary, availability.

All applications will be handled in the strictest confidence. We thank you in advance and regret that only short listed candidates will be notified.

Good Remuneration package includes: basic salary, SOCSO/EPF, business allowance, high commission, attractive incentive, career advancement to a team leader.