

VACANCY NOTICE

REF: C17042024

POSITION	SALES ACCOUNT MANAGER
LOCATION	PUCHONG, SELANGOR
INDUSTRY	TECHNOLOGY SERVICES
TYPE	PERMANENT

JOB SUMMARY

- Focus on selling IT Training Products offered by major IT vendors such as Microsoft, Amazon AWS, VMware, etc.
- Focus on servicing clients' training requests to meet customers' corporate business needs.
- Identifying and establishing contact with new potential clients proactively.
- Manage existing clients' enquiries and relationships proactively.
- Attend and provide solutions to customer needs through not limited to physical/virtual meetings, emails, and phone calls.
- Engage pre-defined customers and partners with specific product offers.
- Manage and allocate training resources effectively.

JOB REQUIREMENTS

- Minimum qualification of SPM, Certificate, or Diploma in IT or Business is required.
- Sales experience is essential, with a demonstrated track record in sales, preferably within the IT or related industries.
- Ability to establish and nurture strong customer relationships.
- Proficiency in English and Bahasa Malaysia; Mandarin skills are a plus.
- Basic understanding of IT products.
- Must have own transportation.
- Experience in IT product and solutions sales is desirable.