



Agensi Pekerjaan Career & You Sdn Bhd

Career & U is an established Executive Search Company with superior track record for our existing portfolio of clients. Our existing portfolio of clientele, comprising a large number of companies (both local and multinationals), several of whom have been with us for many years.

As an Executive Search Company registered with Malaysia Ministry of Human Resources, Career & U has been providing services to multinationals and local corporates on a nationwide and regional basis. Our Executive Search team was borne out of years of experience in the recruitment field and inspired by a genuine desire to constantly improve our level of service to a growing number of clients. We search and identify quality candidates according to our clients' criteria and place such candidates on a temporary, permanent and contract basis with our clients.

Our client, a well known multinational Information Technology company, is currently seeking candidates, for the following position. The successful candidate will be based in Malaysia and will service clients in the Asia Pacific region (including Malaysia).

Regional Business Development Manager (Selangor)

Responsibilities:

- Responsible for Sales & Marketing and Product Development in Asia Pacific region (including Malaysia).
- Hands-on experience in sales account management and also targeting new business development in new and existing markets for IT products.
- Distribution management responsibilities include quarterly business reviews, localized promotion in conjunction with product management and Marcom, account targeting, customer profiling, sales measurement systems and conversions.
- Leads tactical sales planning with all approved dealers in Asia Pacific region and drives competitive share conversion in support of sales team.

Requirements:

- Graduates or Post Graduates in any Information Technology (IT) with more than 5 years of sales experience with a minimum 3 years managerial capacity.
- Significant experience and proven track record in leading a team of IT sales staff or IT account managers.
- Possesses solid knowledge of Microsoft Office products.
- Highly skillful in conducting quantitative analysis to evaluate tactical sales performance using financial reports.
- Consistently a high achiever in the field of IT sales of hardware and/or software.