

Business Development Account Manager

Core responsibilities

- » Proactively identify and grow business opportunities with new clients.
- » Plan and strategize to grow opportunities with existing clients of the Company.
- » Develop and implement clear and effective opportunity plans and account plans to achieve revenue and profit targets.
- » Drive and achieve revenue and profit targets of the Company's solutions, products, professional services and training services.
- » Represent the Company in a range of activities such as networking, trade shows, events, user workshops and senior executive sales presentations.
- » Maintain healthy relationships with client contacts and gather market intelligence that is relevant and important for strengthening the competitive advantage of the Company.
- » Perform the function of bid manager where necessary in tenders and negotiate effectively.
- » Maintain the necessary familiarity with Esri software technology and the Company's solutions.
- » Ensure teamwork and cooperation with co-workers at all times.
- » Align and comply with Company practices and processes.

Job specifications

- » 5 - 10 years working experience in enterprise IT solutions or business analytics software sales.
- » Proven track record in meeting sales and business development goals.
- » Proven track record and contact network in clearly identified sector(s) is a strong advantage.
- » Ability to clearly define and describe the business needs of the client.
- » Good writing and presentation skills, in English and Bahasa Malaysia.
- » Experience in proposal writing and responding to tenders.
- » Effective oral and written communication and interpersonal skills.
- » Possess initiative, problem solving and negotiation skills.
- » Good personal time management, work management skills and keen attention to detail.
- » Possess generally good understanding of enterprise solution buying criteria and processes in the B2B or B2G sales cycle.



How to apply

If you can see yourself as Esri Malaysia's Business Development Account Manager, then send us your resume, along with a cover letter addressing the selection criteria. Whilst we want to hear everything about you – please limit your cover letter to no more than two pages, and send to stee@esrimalaysia.com.my.

For more information regarding the role of Business Development Account Manager, please contact Sharon Tee, Human Resources, by phone on (03) 76295518.