

Job Posting #: 19091103

## **REGIONAL SALES DIRECTOR: PHILIPPINES**

### **JOB DESCRIPTION**

**Reports to:** VP Sales

**Location:** Philippines (preferably Greater Manila)

**Brief:** We are recruiting a Regional Sales Director for The Philippines to develop and drive our sales in the country through our distributors, channel partners, and with direct end-user touch.

**Responsibility:** Your responsibilities are:

- Recruit, develop, and nurture distributors and channel partners in The Philippines
- Manage distributor, channel partner, and end-user accounts
- Conduct end-user demand creation in strategic verticals
- Act as the subject matter expert on selected verticals
- Drive lead generation targeting selected end-users
- Manage leads, accounts, and opportunities in CRM
- Organise end-user and channel partner events
- Collaborate with strategically selected technology partners
- Participate and represent in partners' events
- Collaborate with the sales teams in the other regions globally
- Co-work with local and global Field Sales Engineers
- Collaborate with Sales Development Representatives in developing local end-user engagement
- Collaborate with global Marketing team
- Coordinate developing case studies and video testimonials with local end-users, channel partners, together with marketing team

**Other:** You will also be required to carry out any other duties which may reasonably be required of you.

**Essential requirements:** Being an agile team with a global reach, developing and selling a highly technical product in a channel driven B2B model, knowledge and experience in the following areas are key to succeed in the role:

- Sales of technically advanced products
- Experience of B2B business



**Anywhere**

INTELLIGENT CONNECTIVITY

- Understand the 2-tier channel-driven sales model
- Experience of direct End-User engagement
- Master business writing
- Fluent in English
- Fluent in Filipino

**Desirable requirements:**

With the channel-driven sales model and a global reach, the desired requirements are:

- Knowledge of wireless communication equipment
- Knowledge of networking technology
- Experience in cross-cultural interaction
- Ability to travel at times, mostly in region but also to other countries in Asia Pacific

**Skills and understanding:**

Your skillset includes:

- Clear speaking, listening and written communication skills
- Disciplined and self-driven
- Ability to adapt to changes in a fast-paced environment
- Ability to negotiate and influence
- Ability to problem solving
- Ability to meet tight deadlines
- Ability to multi-task and stay organised
- High attention to details
- Ability to stay calm under pressure
- Ability to use own initiatives
- Ability to work collaboratively in team
- Competent in Microsoft Office
- Experienced in CRM

**Job Application:**

Interested parties please send your application and resume with expected salary to [careers@anywherenetworks.com](mailto:careers@anywherenetworks.com)

(Personal data collected will be used for recruitment purpose only)