

**Anywhere Networks**

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Job Posting #: 19091102

## **REGIONAL SALES DIRECTOR: GREATER CHINA JOB DESCRIPTION**

**Reports to:** VP Sales

**Location:** Greater China (preferably Hong Kong and Shanghai)

**Brief:** We are recruiting a Regional Sales Director for our Greater China region, with primary focus on Mainland China, to develop and drive our sales in the region 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 region
- 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



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INTELLIGENT CONNECTIVITY

- Experience of B2B business
- Understand the 2-tier channel-driven sales model
- Experience of direct End-User engagement
- Master business writing
- Fluent in English
- Fluent in Mandarin

**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)