Job Posting #: 20210604

SALES ENGINEERS
JOB DESCRIPTION

Anywhere Networks is a young, energetic company developing and selling equipment for enterprise-grade long-range and high-speed wireless communication worldwide. Our products are used to connect IoT, video surveillance, access control and other IT systems, for Smart Cities, Safe Cities, Critical Infrastructure, Oil & Gas, Government, Airports, Rural Provinces, and more.

Reports to:	Country Sales Director / Presales Head
Location:	China / Philippines / Malaysia / Australia

Brief: As we are expanding our sales organisation, we are recruiting a Sales Engineer, to develop and drive our sales in the territory through our distributors, channel partners, and with direct end-user touch.

Responsibilities: Your responsibilities are:

- Manage existing customers and develop new customers, and understand customer's business status, look for business opportunity and foster good customer relationship for revenue growth and customer retention.
- Provide pre-sales technical assistance and After-Sales support to customers.
- Prepare quotations and follow up on sales enquires/proposal from customers.
- Prepare sales visits, maintain customers contact database and update project status/activity reports on weekly basis or as and when required by immediate supervisor.
- Conduct and provide product workshops/trainings/certifications to partners/customers
- Support marketing activities in seminars, trade shows, webinars, online-events, and other marketing events.
- Maintain a sound technical/application knowledge base on all products.
- Deliver presentations and hands-on proof-of-concept demonstrations of Anywhere products, applications, and technology for the purpose of product sales.

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

- Relevant academic in the relevant industrial field esp. Electrical / Electronic / Computer Engineering

- Candidate with minimum 5-years working experiences with Computer Wired and Wireless Networking Technologies knowledge in sales or presales
- Working in CCTV, Physical Security, Video Analytics, AI or IOT environment will be an advantage.
- Must be fluent in English, both oral and written, possess the ability to communicate well.
- Fluent in addition in other Asian Languages e.g., Mandarin, Thai, Tagalog, Malay, or Vietnamese will be preferable.
- Excellent negotiation and presentation skills.
- Proficient with Windows-based applications (Word, Excel, PowerPoint) and well versed in CRM.
- Customer-driven and results-oriented.
- Positive, persistent, proactive team player that can perform under pressure.
- Disciplined, hardworking and able to perform under pressure.
- Willing to work overtime, on holidays and weekends as and when necessary or as requested e.g., Exhibition, sales meeting with clients, etc.

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

- Experiences in cross-cultural interaction
- Knowledge of IT networking technology
- Ability to travel local provinces at times, however, may travel to other countries when required.
- Possess valid driving license and own vehicle.

Others: As a part of a global team, you will also assist in activities and engagements that span over the whole global business operation. You will also be required to carry out any other duties which may reasonably be required of you.

Job Application:

Interested parties please send your application and resume with expected salary to careers@anywherenetworks.com

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