



Job Title : **Associate Account Specialist**
Department : **Sales**
Reports to : **Country Sales Manager**

Our COMPANY

Headquartered in Singapore, ICONZ-Webvisions is the only Asia-centered Cloud and managed hosting provider serving Asia, Australasia and the global market.

We help businesses take advantage of the power of the Internet, seamlessly and effortlessly, using Cloud technologies.

With a track record of over 20 years, ICONZ-Webvisions offers a unique combination of private and public Cloud computing services to mid-sized enterprises, leveraging the largest pan-Asian footprint of managed hosting facilities.

ICONZ-Webvisions is committed to delivering secure and reliable solutions and a superior customer experience, in order to make us the trusted Cloud computing partner among mid-sized businesses throughout Asia Pacific. We continue to innovate, lead and empower customers in Cloud hosting technologies, providing solutions that frees up capital and delivers operational network and business process efficiencies.

Job Description

The Associate Sales Specialist position is responsible for executing ICONZ-Webvisions' Cloud Computing and Managed Hosting sales strategy to achieve annual targets.

Key Areas of Responsibility and Tasks

- Developing long term sales pipeline to increase revenue growth in cloud and hosting in country.
- Use specialized knowledge to prospect, qualify, negotiate, and close opportunities.
- Leverage internal sales leaders, sales teams and Partners to seek out new opportunities.
- Plan sales strategies, develop proposals, deliver customer presentations, and close the business.
- Drive revenue growth for new business.
- Establish a professional, working, and trusted-advisor based consultative, relationship with clients
- Maintain the Cloud market and competitor knowledge to ensure credibility with customer and strategic partners
- Drive service adoption to Upsell, grow and defend churns for the targeted accounts.

The Company reserves the right to vary or amend the duties and responsibilities of the post holder at any time according to the needs of the Company's business.

Essential Qualification, Experience, Skills, Knowledge and Ability

- Bachelor in Business, Marketing or equivalent
- At least 2 years of **relevant sales experience** with **relevant track record** in selling data center infrastructure, virtualization, cloud computing, software or other cloud offerings from leader IT vendors.
- **Proven track record** in managing and winning sales opportunities, with the ability to work with little supervision; ability to interact as a value-added team member.
- Must know how to effectively sell a technical product/solution.
- Must understand product/solution, features/benefits and sell product/solution to customer.
- Experience calling on multiple levels within account
- Must understand role in decision making process for each level within the customer.
- Experience managing sales cycle with medium deal sizes.
- Ability to take a sales opportunity from customer requirements through closure.
- Essential language: English – spoken (fluent) and written

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