

馬來西亞留台成功大學校友會

事求人

編號成大事_____

日期：20/09/2019

職 位：	Channel Management Specialist (OP - Commercial)	1 位
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工作經驗：	<ul style="list-style-type: none">• Candidate must possess at least a Bachelor's Degree in any field.• At least two (2) years of relevant working experience in similar industry.• Strong Client Networking (End user) and fair understanding of IT products & market exposure.• Having common business sense, highly assertive and persuasive.• Good presentation and negotiation skill with proven sales results.
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工作範圍：	<ul style="list-style-type: none">• Build strong relationship with the client at all levels.• To focus and develop the business opportunity in SME, Education & Government sectors.• Fair understanding on SME, Education & Government tender submission processes (Pre & Post).• Focus on larger opportunities and value and/or volume, in selling a range of ASUS Commercial products and solutions.• Focus on generating new business and build, monitor and manage sales pipeline activity.• Develop and drive a focused strategy towards the account by knowing the Account and its Market.• Ability to translate the chosen strategy into an action plan.• Develop an Account plan, which comprises the Account Profile, Analysis, Strategy, Objectives and Action Plan.• Responsible in achieving/managing quarterly, half-yearly and annual quotas set by the management.• Enter all opportunities in pipeline tool and update them weekly.• Required to do any other task assigned by the management.
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工作地區：	Menara Keck Seng, Kuala Lumpur
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	<ul style="list-style-type: none">• Well versed in Microsoft Office (Words, Excel and PowerPoint).
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其他條件：	<ul style="list-style-type: none">• Extensive time spent with customers and partners.
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待遇：	Depending on qualification and working experience
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機構名稱：	ASUSTek Computer Malaysia Sdn Bhd		
地址：	Suite 10-01, 10 th Floor, Menara Keck Seng, 203 Jalan Bukit Bintang, 55100 Kuala Lumpur.		
電話：	03-2141 6650	傳真：	-

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提供者：	Ms. Wicky How
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