



Position Title: VP of Sales – Telcos, Asia

Location: Asia

About the Role:

ABS is looking for a VP of Sales – Telcos, Asia. This position is to leverage your expertise and experience to shape and grow the Telcos vertical. The key responsibilities are to identify large Telco accounts as well as managing new and existing accounts in the Southeast region. This position will be based in Asia, preferably Singapore or Malaysia.

Critical Responsibilities:

- Develop and acquire new telco accounts and new businesses in the countries assigned
- Build and maintain strong, long-lasting customer relationships and expand customer base
- Meet and exceed annual sales targets within assigned territory and accounts
- A team player and work closely with cross-regional teams and departments
- Monitor market intelligence and provide feedback and strategic and tactical recommendations

Knowledge, Experience, Competencies and Education:

- Graduated with a recognized university degree in Engineering, Telecom or related field preferred
- More than 10 years of sales experience in Telecommunications and/or Satellite-related services
- Able to travel up to 50% of the time meeting customers and new prospects
- Self-motivated and thrives in a fast pace environment
- Familiar with Salesforce.com
- Ability to forecast sales and managing complex projects
- Be able to speak multiple languages preferred

Application:

Interested parties, please send your resume and expected remuneration to recruitment@absatellite.com.

All applications received will be treated with strict confidence and used for recruitment purpose only.