



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 on your expertise and experience to shape and grow the Telcos vertical. Your key responsibilities are to identify large Telco accounts as well as managing new and existing accounts in the Southeast region. To make the role more exciting, you will also manage key countries including Malaysia, Philippines and etc. You will be based in Asia.

Critical Responsibilities:

- Acquire new telco accounts and new businesses in the countries assigned
- Collaborative networking with key stakeholders within the organization as well as with customers and new prospects
- Using your soft skills to work around the challenging Telco environment and understanding their needs
- Leading negotiations professionally, meeting customers' requirement and aligned with company operations
- Achieving the sales quota which you are assigned to
- As a great team player and working closely with cross-regional teams
- Providing timely market intelligence to the MD, Asia whom you will be reporting to

Knowledge, Experience, Competencies and Education:

- Graduated with a recognized university degree with a Bachelor in Engineering or related field
- More than 10 years of sales experience in the telecommunications (satellite sales) and satellite-related services
- Travel 50% of the time meeting customers and new prospects
- Working with little supervision
- Familiar with Salesforce.com
- Ability to forecast sales and managing complex projects
- Likely to be able to speak multiple languages

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.