



## Managing Director, Asia Sales

Location : Asia

### Key Responsibilities:

- Make contribution to the value of the Company by building long term profitable relationships with senior executives of key regional clients and focus on exceeding the regional business unit's revenue budget
- Establish close relationships with executives of key global and regional prospects. Essential to acquire knowledge of regional social, cultural and political landscape of the designated territory.
- Identify future satellite capacity requirements for an ever changing regional customer set, as well as to set sales strategies that are applicable to a diverse group of customers and their broad range of satellite based business applications
- Represent as the voice of customers to the Company's senior leadership team and setting strategic regional sales goals for achieving overall Corporate goals and objectives

### Qualification & Experience:

- Bachelor Degree holder or with equivalent work experience
- Minimum 10 year's relevant experience within sales organization of an international company, preferably in the satellite or high technology industry
- Regional sales / customer relationship management and team management skills are essential

### Application:

Interested parties, please send your resume and expected remuneration to [hr@absatellite.com](mailto:hr@absatellite.com).

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