

## Account Manager

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Company: Cloud Kinetics Technology Solutions Private Ltd

Location: Jakarta

Category: other-general

Generate and close new businesses also maintain warm relationships with assigned accounts and new account acquisition. Proper qualification of leads and able to provide accurate report on opportunities. Conduct market research into accounts, identify key players and generate interest. Acquired understanding of market segmentation, develop, and execute Go-To-Market strategy for assigned accounts. Collaborate between different functional teams and serve as the point of contact for customers and vendors. Always maintain good customer and partner relationships. Meet and exceed quarterly sales goals by managing individual sales activity. Accurately track and generate timely sales report for presentation to management. Requirements Minimum Bachelor of Science Degree in Computer Science or equivalent preferred. Advanced understanding of the Cloud market and associated products. Minimum 5 years of working experience preferably in FSI/strong FSI network with proven sales track records. Have experience and are comfortable selling Cloud (managed services and professional services). Experience in dealing with customers at all levels (including C-levels). Basic technical knowledge and understanding of Cloud Service Providers offerings, Hyper Converged Infrastructure, Enterprise Storage, DR and Backup solutions is a plus. Possess excellent interpersonal skills with strong presentation abilities. Able to work in a team environment and independently. Self-motivated and driven to achieve goals. Possess strong understanding of the Enterprise IT industry ecosystem. Strong verbal and written communications skills are essential. Willingness to learn and develop new skills is essential. Excellent negotiation and problem resolution skills to achieve a win-win situation. Ability to thrive in a fast-pace and competitive environment.

## Bachelor's Degree

3-7 years

Minimum Bachelor of Science Degree in Computer Science or equivalent preferred.

Advanced understanding of the Cloud market and associated products. Minimum 5 years of working experience preferably in FSI/strong FSI network with proven sales track records.

Have experience and are comfortable selling Cloud (managed services and professional services). Experience in dealing with customers at all levels (including C-levels). Basic technical knowledge and understanding of Cloud Service Providers offerings, Hyper Converged Infrastructure, Enterprise Storage, DR and Backup solutions is a plus. Possess excellent interpersonal skills with strong presentation abilities. Able to work in a team environment and independently. Self-motivated and driven to achieve goals. Possess strong understanding of the Enterprise IT industry ecosystem. Strong verbal and written communications skills are essential. Willingness to learn and develop new skills is essential. Excellent negotiation and problem resolution skills to achieve a win-win situation. Ability to thrive in a fast-pace and competitive environment.

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