

Indonesia Jobs Expertini®

Country Sales Manager (CRM and SaaS)

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Company: Monroe Consulting Group

Location: Indonesia

Category: other-general

Monroe Consulting Group is currently assisting a client in looking for a top Sales professional to lead the Indonesia's sales. Our client is an international CRM and SaaS developer for Banking and FSI sectors and aiming to Indonesian market.

Job Descriptions:

Develop regional/national sales strategies, with a focus on the Indonesian market.

Execute business planning and related strategies for relevant markets.

Drive new business growth by expertly executing cold calling and contributing to the development of target market-focused sales and delivery strategies.

Qualify prospects, address their pain points, and guide sales processes to successful closure while ensuring alignment with overall business plans and strategies.

Stay informed about market trends, competitors, and customer strategies while consistently delivering sales progress reports and actively collaborating with peers to tackle challenges.

Develop and deliver compelling sales presentations while articulating Business Next's value proposition clearly.

Job Requirements:

Engineering/ equivalent technical qualification from a reputed college/ university

Good understanding of current technology trends along with ultra-scalable systems

Proficient in effectively communicating with internal stakeholders across various domains, including technology and business.

Skills Requirements:

Strong communication skills and adept at corporate presentations. Fluent in both English and the local language for the region.

Possesses deep expertise in verticals, understanding buying cycles, and being well informed about the competition.

Proficient in CRM tools and knowledgeable about customer expectations.

Proven expertise in CRM sales.

Comprehensive knowledge of Microsoft, Seibel, and Salesforce CRM systems.

Extensive experience in the BFSI (Banking, Financial Services, and Insurance) industry

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