



iWedia Job Description

Job Description Summary

<u>Name:</u> tbd	<u>JOB TITLE:</u> Sales Manager	<u>REPORTS TO:</u> VP Sales	<u>Location:</u> BKK,Thailand (Ideal)
<u>Primary Position Objectives:</u> You work as a Sales and Account manager in iWedia’s sales organisation. Your prime responsibility is to secure new Pay TV operator customers and maintain existing customer relationship to build more business.			
<u>Project Responsibility</u> n/a	<u>Financial Responsibility</u> n/a	<u>Management Responsibility</u> n/a	<u>PERSONAL OBJECTIVES:</u> <input type="checkbox"/> YES (see separate doc) <input type="checkbox"/> NO

Job Responsibilities

You will manage existing and new clients for iWedia in SE Asia.

Main Tasks and Responsibilities include:

- Use and extend your network and relationship management with customers and partners at senior management levels to create more potential business opportunity.
- Take ownership of selected accounts, from pre-sales to post-sales, working with all stakeholders to executive.
- Work closely with the pre-sales team to acquire new clients or projects, process new inquiries, RFPs and manage the commercial proposals, including biz case assessment using internal tools (PIF, ENG).
- Full responsibility for own client account (P/O and invoice handling, Payment tracking, customer change requests, internal planning and reporting)
- Participate and actively contribute to regular project team meetings
- Work on expanding business engagement with existing customer
- Present and showcase iWedia products and services, at prospective client sites, at trade fairs and conferences.

Your Profile

Your profile shall be a results-driven technical and business all-rounder, with strong customer business creation focus in a variety of markets (consumer, telco, IoT) for Pay TV operators, STB OEMs, solution providers and industry partners.

- BS in Business, Electrical Engineering, Computer Science or equivalent
- 5+ years of international business development, marketing, and/or sales experience with DTV middleware products and solutions
- Proven ability to manage complex negotiations with senior executives
- Self-motivated, responsible and able to work independently
- Outstanding presentation and communication skills in English
- Team player, pro-active information exchange
- Team player to enhance the team’s excellence by way of coaching others with good example
- Willingness for frequent international travel
- Extra Language proficiency would be a strong.
- Previous experience working for iWedia competitor in a similar position would be a strong advantage.

Signature and Date

Employee : _____

Manager: _____

HR Responsible : _____