



JOB DESCRIPTION

Job Title : Sales Director
Reports To : Director Asia Pacific
Location: Kuala Lumpur

1. The Role

SLA Mobile has developed solutions to help Mobile Operators monetize their network assets and defend against Over The Top (OTT) competitors. Key solutions are Direct Operator Billing (DOB), Partner Management, and Network Asset Exposure. Event based Market and Payment Orchestration solutions based on TIBCO SOA and Integration technologies.

The Sales Director (SD) will be responsible for winning new business throughout Asia Pacific.

The SD will relentlessly seek out new opportunities, and drive them through the sales cycle to signed contract. The SD will maintain C-level customer relationships beyond the first purchase order, and plays a pivotal role as a trusted customer advisor.

You will bring excellent existing contacts and relationships with senior management of mobile operators in the region, you will be an excellent communicator, have a respectable reputation and track records in the deals you have done, a team player, a self-initiator, and must be very resourceful at all times.

You must possess at least 8 years of pre-sales, sales and business development experiences selling telecom software, products and system, professional services. You will have a track record of complex solution selling.

You will manage customers at senior level with confidence, skillfully engaging senior stakeholders in all tasks you performed, engaging the decision makers using solution selling process, business case discussion, presentation and presales support activities.

Most importantly you will lead the Sales process in a structured manner from lead to contract. And will use a professional approach to lead generation and management, qualification, sales campaign planning, proposal creation, and deal closure.

Reporting directly to the Director Asia Pacific, you are expected to work independently with minimum supervision, and produce regular reports relating to sales process and customer development progress status. You will contribute to Account Plans, Sales Strategy and Forecasting. You are accountable for achieving sales order targets and revenue delivery.





As an individual contributor, you are expected to demonstrate that you can be a leader, a fast learner, a likeable person, a cooperative team player, opinionated whilst seeing change as good challenges, and a positive attitude towards all tasks assigned.

2. QUALIFICATIONS, SKILLS AND KNOWLEDGE

You will have a strong Sales and Business Development background in the mobile telecommunications sector in the Asia Pacific region.

EDUCATIONAL QUALIFICATIONS

Candidate must possess at least a Bachelor's Degree in Business or Engineering, Computer Science/Information Technology or equivalent.

REQUIRED EXPERIENCE

- At least 8 years of solution selling experience in the telecom market in Asia Pacific Region
- Excellent contacts with regional telecom operators at C level in Marketing and Technology.
- Experienced in Business Case/ROI based propositions for customers.
- Good understanding of Telco 2.0, mobile data platforms
- Good understanding of Charging, Payments, Content Services
- Understanding of VAS/OSS/BSS technologies useful
- Excellent customer facing and presentation skills.
- Excellent customer engagement skills and the ability to translate business requirements into high level technical documentation
- Excellent communication and written skills in English.
- Proven experience of responding to customer tender documentation.
- Ability to think creatively and to present customised solutions to prospects.
- Ability to communicate effectively with multi-discipline teams.

PERSONAL CHARACTERISTICS AND BEHAVIOURS

- Results Oriented
- Must be a strong communicator and presenter
- Ability to work as part of a team across international boundaries
- Takes the lead and shows initiative
- Analytical decision maker
- Customer First attitude





- Enterprising and resourceful

