

About Esri Malaysia

The Global Geospatial (GIS) Solutions Market size is expected to swell to \$549.1 billion by 2025, rising at 15.6% CAGR during the forecast period with Asia Pacific leading the charge.

Development of smart cities and urbanisation, integration of geospatial and mainstream technologies and growing adoption of location intelligence in businesses and public services are the market's key driving factors.

Esri Malaysia is Malaysia leading GIS solution provider. A GIS pioneer in the country since 1983, we play a key role in furthering the adoption of modern geospatial capabilities that support Big Data, Machine Learning, Artificial Intelligence, and Real-Time Analytics.

Our users span across industry domains, from national planning, public safety, city management, oil and gas, agriculture to utilities adopting GIS technology – Esri's world-leading ArcGIS platform – as an integral part of their business for better decision-making and business outcomes.

We are looking for individuals who are customer-oriented and collaborative team players who enjoy identifying and implementing strategies that will resolve business challenges and deliver real-world value and impact.

Enterprise Sales Manager

Overview

Our sales managers provide leadership to highly-skilled teams that promote and sell the adoption of the ArcGIS platform. We invite you to use your proven sales and management success to meet or exceed sector goals for revenue growth within Esri's digital sales team. We're looking for individuals who inspire and motivate others and who can ensure their staff is aligned and focused on sales objectives. You'll lead a team that helps our customers take advantage of geoanalysis to find unique patterns, trends, and understanding hidden within complex business problems.

Key accountabilities

- » Protect and grow existing clients
- » Source and secure new business clients
- » Generate quality proposal/tender documents
- » Convert company generated leads to paying clients
- » Comply with Esri Malaysia's sales operational requirements

Role and responsibilities

- » Sales Leadership: To lead and motivate a team of account managers/associates to achieve a common goal. This includes providing a clear direction, championing change, influencing others, and creating an environment that fosters professional and personal success.
- » Driving Results: To lead a team to achieve targets and goals.
- » Maximize sales across targeted sectors/industries: Advice and counsel Account Managers/Associates and Pre-sales team to develop strategic account plan to uncover business opportunities.
- » Grow Recurring Revenue: Convert large accounts to multi-year ELA
- » Expand platform adoption: To drive business opportunity involving the entire range of company products and services to light up the whole organizations in assigned sectors/industries
- » Increase Customer Acquisition: To sign up new customers from assigned sectors/industries
- » Customer Satisfaction: To lead the customer account planning cycle in assigned sectors/industries and ensuring customers' needs and expectations are met by the company
- » Executive Relationships: To initiate and maintain executive-level interaction and customer satisfaction.
- » Sales Coaching and Development: To individually coach, mentor and develop account managers/ associates to enhance their performance. This includes coaching both sales skills and sales strategy, evaluating performance and providing individual mentoring and development plans
- » Sales Administration and Management: To manage buyer's cycle funnel and the line of sight by providing timely and accurate forecast, results and to nurture business excellence for the assigned sectors/ industries.

Personal requirements

Core Skills and Attributes

- » 6 – 12 years working experience in enterprise IT solutions or business analytics software sales and at least 3 years' of people management experience.
- » Proven business development skills. Must be able to generate, qualify and close business opportunities
- » Proven track record in meeting sales and business development goals.
- » Proven track record and contact network in clearly identified sector(s) is a strong advantage.
- » Ability to build and execute enterprise strategic account plan and gain customer trust
- » Ability to clearly define and describe the business needs of the client.
- » Possess initiative, problem solving, negotiation skills and interpersonal skills.
- » Good personal time management, work management skills and keen attention to detail.
- » Excellent communication skills, both written and oral in English and Bahasa Malaysia
- » Demonstrate ability in proposal writing and responding to tenders
- » Possess generally good understanding of enterprise solution buying criteria and processes in the B2B or B2G sales cycle.