

About Esri Malaysia

We are the exclusive local distributor of Esri's world-leading Geographic Information System (GIS) software and a member of the world's largest group of ArcGIS specialists outside of the United States - the Boustead Geospatial Group (BGG). Specialising in enterprise software solutions over the last three decades, we've built a strong track-record of achievement, earning the trust of the nation's most progressive government agencies and commercial enterprises.

Our association with BGG and the broader Esri distributor community supports GIS adoption across Malaysia and some of the country's most important projects, including the roll out of the Malaysia Geospatial Data Infrastructure, the JUPEM mapping modernisation project and the Defence Geospatial Information System project. We continue to seek qualified and enthusiastic professionals with various skill sets and positive attitude to be part of our growth expansion.

Channel Account Manager

Overview

The Channel Account Manager works with client organisations to leverage location services and geanalytics to uncover hidden patterns and tap into actionable insights.

Collaborating with a team of highly skilled sales professionals and solution engineers, the Channel Account Manager identifies new, innovative ways of using ArcGIS technology to solve complex business problems.

This is a customer-oriented role for a team player who enjoys developing and implementing strategies to address challenges faced by Malaysian businesses — showcasing the value mapping, location, and GIS can bring to an organisation.

Key accountabilities

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

Role and responsibilities

- » Working with channel partners to deliver sales growth.
- » Review and monitor partner sales performance and pipeline regularly.
- » Provide sales forecast and pipeline update regularly.
- » Develop partners relationship and resolve channel conflict effectively.
- » Support sales activities for the major end users of partners.
- » Support partner program team in partner recruitment, development, and program implementation.

Requirements

Core Skills and Attributes

- » Minimum 5 years' experience in IT or SI management. Experience in solution sales and government SI management will be an added advantage.
- » Outstanding track record in IT sales.
- » Strong interpersonal and presentation skills.
- » Positive attitude, proactive, results-driven, and able to work independently.
- » Willing and able to learn new skills related to partner management and solution sales.
- » Ability to build and grow customer trust.
- » Excellent communication skills, both written and spoken English and Bahasa Malaysia.