

## 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.*

# Senior Enterprise Account Manager

How will you benefit from this role?

You will:

1. Learn and grow together with a fast-growing multi-national company led by experienced management. You will have the benefit of learning together with colleagues and business associates from offices around the world.
2. Learn how spatial analysis can solve user's challenges with geospatial insights and produce better decisions.
3. Be recognised as a trusted partner to lead organisations in the adoption of one of the fastest growing technology trends in Malaysia and the region.

## 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

- » Be familiar and keep up to date with all of the Esri software products, and other range of Esri software solutions offered
- » Be able to provide ArcGIS solutions-based proposition that is aimed to meet client's requirement
- » Responsible for all aspects of Pre-Qualification Request for Information (RFI), Tender, and Request for Proposal (RFP) preparation efforts
- » Responsible to identify business opportunities, develop concept papers, define business case, prepare budget and help prospective customers to justify the value proposition
- » Responsible to realize the full potential of a business opportunity by working closely with marketing, business development, Channel partner, customer care and GIS services group
- » Responsible to secure business opportunities that will enhance the profitability of the company
- » To help gather intelligence on customers and competitors
- » To follow up on strategic sales and business opportunities
- » To develop business strategies both short and mid-term for successful sales activities
- » Become familiar with customer's buying decision making process and manage client's motivation, expectations and current issues, mid & long term business goals.
- » Support customers with mid & long term business goals
- » Do utmost to maintain good rapport and high-level of customer loyalty
- » Advise customer/partner on relevant products selection
- » Providing weekly reporting of pipeline and forecast
- » Participate in trade show, user groups and product demonstrations throughout the nation

- » To support and undertake any other tasks as requested or assigned by the Management

### Personal requirements

### Core Skills and Attributes

- » 5 to 10 years working experience in enterprise solution sales.
- » Proven track record. Must be able to plan, generate, qualify and close business opportunities.
- » Proactive and aggressive. Able to work independently.
- » Ability to manage sales pipeline with multiple accounts and understand channel sales process.
- » Ability to build and gain customer engagement/trust.
- » Familiar with enterprise account sales process/cycle.
- » Excellent communication skills, both written and oral in English and Bahasa Malaysia.
- » Demonstrate ability in proposal writing and responding to tenders.