

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.

Enterprise Assistant Sales Manager

Overview

The Enterprise Assistant Sales Manager's role is to help organisations uncover hidden patterns and tap into actionable insights to solve complex business problems.

Collaborate with a highly skilled group of sales professionals, solution engineers and users to identify new, innovative ways of using ArcGIS technology — and help highlight the value mapping, location, and GIS can bring to an organisation.

This is a customer-oriented role for a team player who enjoys developing and implementing strategies to address the challenges faced by Malaysian businesses.

Help our customers see what others can't!

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

- » Sales Leadership: Lead and motivate a team of Enterprise Account Managers to achieve the common business goal. This includes providing a clear direction, championing change, influencing others, and creating an environment that fosters professional and personal success.
- » Driving Results: Lead the sales team to collaborate with solution consultants to develop account plans and growth for key enterprise customers.
- » Increase Customer Acquisition: Sign new customers up from assigned sectors/industries.
- » Executive Relationships: Initiate and maintain executive-level interaction and customer satisfaction.
- » Sales Coaching and Development: Individually coach, mentor, and develop account managers to enhance their performance. This includes coaching both sales skills and sales strategy, evaluating performance, and providing individual mentoring and development plans.

Requirements

Core Skills and Attributes

- » At least 8 years' proven track record in enterprise solution sales with a minimum 3 years' experience in managing teams.
- » Experience working with public sector or GLC customers — managing resellers is an added advantage.
- » Proactive and results driven with a knack for building and nurturing client trust
- » Experience in working independently while leading and groom a sales team.
- » Ability to manage enterprise sales cycle and key account management.
- » Travel around Malaysia and outside the Klang Valley as required regularly.
- » Excellent communication skills, in both written and spoken English and Bahasa Malaysia.