



JR1974007 Telco Account Manager

international company, flexible

募集職種

採用企業名

エヌビディア

支社・支店

Nvidia

求人ID

1462774

部署名

Sales

業種

その他 (IT・インターネット・ゲーム)

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

750万円 ~ 2000万円

ボーナス

固定給+ボーナス

更新日

2024年05月09日 01:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル (英語使用比率: 50%程度)

日本語レベル

流暢

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

We are the world leading in the accelerated computing and artificial intelligence, so your benefit is to get the brilliant experience and the latest knowledge in accelerated computing filed such as Generative AI. Sales Manager for Telco will be responsible for effort to seek revenue targets, pipelines and business development. And the sales manager is a crucial

member to our strategic account group that deliver on NVIDIA's projected growth opportunity.

We believe Sales Manager needs to be a multifaceted leader who can influence and negotiate with decision makers such as CTO, CIO, Directors of IT and equivalent positions in customers, system Integration partners and OEM partners. Sales manager not only builds out our sales strategy but also delivers on revenue growth plans.

What you'll be doing:

- You will drive all aspects of significant revenue, demand creation, business development, forecasting, sales management, training and education customers.
- Will supply to and be responsible for the revenue growth of our datacenter products in customer and end users for Deep Learning/AI, Digital Twin and Networking.
- Making revenue growth plan and strategy and executing.
- Implement strong methodology for forecasting revenue.
- Own your pipelines in Salesforce and supervise them in this system.
- Working with eco-system partners to make solutions for customers and working closely with channel partners to over deliver on revenue targets.
- Evangelize at customers, partners and its eco-system with NVIDIA platform, the latest study and use cases in WW to build extendable GPU and Networking market in targeted industries.
- Deliver training and seminars at customer site and public for market creation, demand generation and expansion of Deep Learning, Digital Twin and Networking to developers.
- Take internal leadership at globally.

スキル・資格

What we need to see:

- Bachelor's degree required.
- 10+ years of experience in the enterprise business, proven experience in sales or business development in Telecom.
- Should have excellent communication and presentation skill and be a self-starter, working with few directions.
- Proven record of exceeding revenue targets.
- Technical knowledge in software development, IT solutions.
- Experience in developing market or communities.
- A history of successfully working with technology providers and crafting eco-system.
- Good English communication skill in email and web-conference.
- Experience applying Salesforce or equivalent tools for pipeline management.
- Logical and critical thinking.

Ways to stand out from the crowd:

- We are expecting business development and sales experience in Telecom industries.
- Successful business development experience and achievement with your initiatives.
- Making the good relationship with customer and partner executives.
- Fast learner!