



PR/094639 | Cloud Sales and Operation

募集職種

人材紹介会社

ジェイエイシーリクルートメント シンガポール

求人ID

1538214

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:13

応募必要条件

職務経験

3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

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

Our client is a prominent Cloud provider, a global leader in cloud computing and artificial intelligence, providing services to thousands of enterprises, developers, and government organizations in more than 200 countries and regions

JOB RESPONSIBILITIES

Develop and implement effective sales strategies for cloud services, ensuring alignment with the company's overall business objectives.

Manage relationships with key clients and vendors to maintain a strong network in the cloud services industry.

Conduct market research to stay updated on the latest cloud technology trends and competitor activities.

Negotiate contracts and agreements with suppliers and customers, ensuring favorable terms for the company.

Meet or exceed sales and purchase targets, contributing to the company's revenue growth.

Collaborate with the marketing team to promote cloud services and increase market awareness.

Prepare and present sales reports to senior management, providing insights into sales performance and opportunities for improvement.

Develop and maintain a detailed understanding of the company's cloud product offerings to effectively communicate their value to clients.

Qualifications:

Proven work experience as a Sales and Operations Specialist or a similar role in the IT industry, with a focus on cloud services.

Strong knowledge of cloud services and products, including their technical aspects and market positioning.

Excellent interpersonal and team management skills, with the ability to build and maintain strong relationships with clients.

Strong analytical and negotiation skills, with a track record of successful contract negotiations.

Ability to deliver engaging presentations to both technical and non-technical audiences.

Bachelor's degree in Business Administration, Marketing, Computer Science, or a relevant field.

Working Location: Singapore

Apply online or feel free to contact me directly (via email: charlotte.guo@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Run Guo (R24124139)

JAC Recruitment Pte. Ltd. (90C3026)

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会社説明