

## Projects and Corporate Sales Leader (Datacentre), Bangkok

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Company: Monroe Consulting Group

Location: Thailand

Category: other-general

Executive recruitment company: Monroe Consulting Group Thailand is recruiting on behalf of the upstream engineering and maintenance service provider. We are seeking a dynamic and results-oriented leader to head our Enterprise Sales team and drive significant revenue growth for our data centre solutions.

Projects and Corporate Sales Leaders in the data centre business play a crucial role in driving revenue and growth for the company. They are responsible for identifying, qualifying, and converting large, complex deals with enterprise-level clients. Here's a breakdown of their key responsibilities.

### **Job Responsibilities**

#### **Develop and execute a comprehensive sales strategy:**

Conduct market research and analysis to identify high-growth segments and enterprise opportunities.

Define clear sales goals and objectives aligned with company targets.

Develop and implement go-to-market strategies tailored to specific industries and verticals.

Establish sales processes and methodologies to ensure consistent pipeline generation and deal conversion.

#### **Lead and build a high-performing sales team:**

Recruit, hire, and on-board top talent in the data centre sales field.

Provide coaching, mentoring, and training to develop the skills and knowledge of your team.

Foster a collaborative and results-oriented team environment.

Implement performance management systems and hold team members accountable for achieving targets.

**Secure and manage key enterprise accounts:**

Build strong relationships with key decision-makers at large organisations.

Deeply understand client needs and pain points to offer customised solutions.

Lead complex sales cycles and negotiations to secure high-value deals.

Manage and expand existing account relationships, driving up-sell and cross-sell opportunities.

**Collaborate cross-functionally:**

Work closely with marketing, product development, and customer success teams to ensure a seamless client experience.

Provide valuable insights from the field to inform product development and marketing strategies.

Stay abreast of industry trends and competitor offerings to maintain a competitive edge.

**Job Requirements**

Proven experience in enterprise sales, preferably within the data centre industry.

Proven track record of exceeding sales targets and achieving significant revenue growth.

Strong leadership and team management skills with the ability to inspire and motivate others.

Excellent communication, presentation, and negotiation skills.

Deep understanding of the data centre market, technologies, and trends.

Ability to build and maintain strong relationships with key stakeholders.

Strategic thinking and analytical skills.

Passion for building high-performing teams and achieving ambitious goals.

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