

Regional Manager SEA (Thailand)

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Company: PeopleCert

Location: Thailand

Category: other-general

PeopleCerts looking for a **Regional Manager SEA** who will be responsible to develop strong pipelines and deliver new business in their territory. Through an in-depth understanding of the PeopleCert Group and go-to-market strategy, the successful candidate will establish relationships with key decision makers of training organizations, universities, and corporations in their assigned territory.

As a Regional Manager SEA, your tasks will include the following:

Apply astute skills in account management and employ extensive professional experience in developing and nurturing high-quality business relationships at Senior Executive level

Maintain and achieve maximum B2B market penetration of PeopleCert products, implementing a target-driven sales strategy

Coordinate various aspects of activity in tandem with the company's operations base and with respect to the local market conditions and culture

Plan and organise personal sales strategy by maximising the Return on Time Investment for the territory/segment

Monitor own progress against daily/weekly/monthly targets and report accordingly to the Headquarters

Facilitate and expedite the resolution of customer problems and complaints, working closely with support teams

Participate in trade shows and conventions

What we look for:

Bachelor's degree required. Post-graduate studies is a plus

Over 10 years' experience in driving new business development at corporate level, with proven track record in driving successful business development transactions

Sound understanding of channel development, strategy selling principles, partnership strategy and consultative selling

Superb relationship, communication, and negotiation skills in working with executives, external constituents, and other business functions at all levels of seniority and different cultures

Exposure in the Education market, Consulting or Examination / Certification sectors in previous role(s) as well as prior experience in international corporate environments will be considered an asset. Preference will be given to candidates from IT Consulting and/or Technology backgrounds

Excellent command of **English** language (C2 level certification desired, LanguageCert C2 LTE or C2 IESOL certificate would be a plus)

Advanced computer literacy is required. ECDL Advance level certification is desirable. Experience in Microsoft Dynamics CRM or similar software will be considered an asset

What we offer:

Competitive remuneration package

Work in an international, dynamic and fun atmosphere

Two free vouchers for all certifications from PeopleCert's Portfolio per year for all employees

Huge learning experience in using best practices and global environment

Constant personal and professional development

100% Virtual Hiring Process

If you want to become a member of our international, dynamic and agile team that creates world leading software products, then we should certainly like to hear from you!

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