



# Assignment Brief

## **Sales Manager - ASEAN**

**Job Title:** Sales Manager – ASEAN

**Reports To:** Sales Director Asia Pacific

**Location:** The successful applicant will work remotely based in Singapore, travel will be required.

## **SUMMARY**

Imagine what you could do here. At Opengear, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish.

Founded in 2004, Opengear, based in Utah, is the only provider of dedicated cellular out-of-band management solutions to all major verticals. With built-in functionality that lets you keep tabs on mission-critical IT infrastructure from anywhere via 3G or 4G LTE networks, you never have to worry about management traffic getting lost or have to pay for slow dial-up modems in order to get out-of-band access. Since its inception, Opengear has produced 50,000 different devices, representing approximately 750,000 ports.

In addition to out-of-band management solutions, Opengear offers a myriad of options for remote site management, data centre and server room monitoring, Cisco network management and remote infrastructure oversight. Thanks to best-of-breed offerings such as the IM7200, IM4200, ACM7000 and the Lighthouse Centralized Management solution, Opengear has repeatedly experienced 50 percent year-over-year growth. With a continually expanding array of offerings plus a commitment to keep innovating in remote site and out-of-band management, Opengear keeps innovating and customer satisfaction as central priorities

## **DESCRIPTION**

Opengear develops smart solutions for distributed networks. Our innovative products integrate the latest cellular technologies to make remote access simple and secure, providing our customers peace

of mind. Companies from around the world count on our products to provide access to the devices that run their business.

Our business is growing rapidly so it's a great time to work at Opendgear. We seek a skilled and energetic Sales Manager located in the Singapore office to work closely with our APAC team. The Sales Manager will identify and develop opportunities working with complex IT solutions. Our award winning products connect to and help manage new and existing IT infrastructure from a wide range of vendors, so the ideal candidate will possess a broad technical sales background encompassing a wide variety of communication equipment.

## **RESPONSIBILITIES**

- Develop new direct and channel business sales within ASEAN countries while helping across the APAC region.
- Manage and nurture existing accounts and partners
- Work collaboratively with sales and global engineering to support new and existing customers on their IT infrastructure requirements
- Support operations and maintenance tasks for customer projects
- Participate in all aspects of the sales process including tradeshow and customer meetings
- Establish productive relationships with key personnel in in partner accounts

## **DESIRED SKILLS AND EXPERIENCE**

- Significant track record of IT solution-based sales experience required
- BS degree or equivalent experience
- Excellent communication and interpersonal skills (Mandarin language an advantage)
- Ability to perform technical demonstrations to groups of all sizes
- Hands on experience with IT infrastructure technologies such as Cisco, F5, Juniper, and more.
- Experience with cellular technologies and carrier experience a plus
- Position will involve travel to client locations and sales events