

### **SCOPE OF RESPONSIBILITIES**

- Building and managing CONNECTme customer base across Malaysia, particularly for Oil and Gas and ENT/SME Sectors
- Building and maintain healthy sales pipeline via funnel management
- Assist Sales Director (Malaysia) to develop Sales Strategy and Revenue Forecast for broadband related products and solutions
- Perform market analysis and feedback to support product development efforts for broadband related products and solutions
- Building CONNECTme credibility with stakeholders & customers
- Work closely with MEASAT
  - (i) Sales team to align on opportunities within Malaysia to avoid Sales/Channel conflict and assess cross selling / upselling opportunities;
  - (ii) Customer Engineering teams in terms of pre and post-sales support, including service commissioning; and
  - (iii) Business Development to customize product offering / pricing where necessary

#### **Stakeholder Management:**

- Identify sales pipeline / opportunities and develop strategy (consistent with MGB Group's strategy) to convert pipelines / opportunities into sales to meet or exceed sales targets.
- Prepare and report to Sales Director on monthly basis (or as required) on (i) sales report, including list of customers (existing, new sales pipelines), contract value and terms, backlog etc.; (ii) market updates/ assessments; and (iii) any operational issues.

#### **Key Account Management & Market Expansion:**

- Manage resellers and customer accounts which include contract management, credit assessment, debtor aging;
- Identify key decision makers and influencers within resellers / customers' organizations and build relationship
- Manage assigned customer accounts to ensure current requirements are met and future requirements anticipated;
- Develop competitive analysis of MEASAT offerings vis-à-vis other competitors' offerings;
- Identify and develop new opportunities for market expansion e.g. reseller models, distribution channels, direct sales.

#### **Sales Support Roles:**

- Liaise and coordinate with internally within MEASAT to ensure delivery is prompt on customer requirements;

**Sales Management Processes:**

- Ensuring all customers and potential customers information is captured and kept up-to-date;
- Prepare and submit weekly sales report on time;
- Provide regular update on competitor's activities

**Other Tasks:**

- Work with MEASAT internal teams to develop coordinated approach to raising CONNECTme profile in Malaysian market especially within the Oil and Gas industry;
- Updating and maintaining records in the Revenue Monitoring System (RMS)

**REQUIREMENTS (Education, Experience, Skills, Attributes / Behaviors, Others)**

- Sales-focused in nature
- Certain customer visits and traveling is required to perform the work
- Minimum [7] years working experience and 2 – 3 years sales-specific experience in either ISP/ Telecommunications/Oil and Gas sales role
- Tele-sales, e-commerce, enterprise solution sales background preferred
- Education background in engineering / computer science would be an added advantage
- Proficient in Microsoft Excel