

Sales Director

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Company: Supermicro

Location: Malaysia

Category: other-general

Supermicro Computer, Inc. is looking for a responsible for maintaining the quality, efficiency, and integrity of Supermicro's sales process through various means of marketing activities and working with cross functional teams, including Engineering, Finance, Logistics, and Programs. This position evaluates new and existing opportunities for the company's computing solutions and works with prospects to understand their needs and goals - ultimately negotiating the terms of a successful partnership.

Essential Duties and Responsibilities:

Includes the following essential duties and responsibilities (other duties may also be assigned):

- Develop new accounts in the region assigned
- Approach customers in Government, Data centers/Cloud, Gaming, and HPC
- Responsible for outbound cold calls and potential customers (e.g. System Integrators, VARs, OEMs)
- Identify and develop new accounts, create target lists for vertical markets
- Initiate outbound calls direct and indirect to potential customers

- Successfully manage, overcome objections, and create superior customer service relationship
- Qualify opportunities; create target list for vertical market
- Develop relationship with strong communications regarding product and marketing information
- Monitor inventory, negotiate price, enter and monitor orders, facilitate credit issues and negotiate returns

Qualifications:

- Bachelor's degree in Business, Engineering or similar fields preferred
- Minimum of 12 years of sales experience in the computer market industries including: cold calling, lead qualifying, ability to negotiate contracts and close deals preferred
- Passionate for sales activities
- Experience tracking and reporting data on lead activity
- Successful experience selling technology into corporate accounts
- Strong communication skills across multiple disciplines, cultures and geographies
- Track record of successful, credible cold calling and follow-up to executives and decision makers within an organization
- Good understanding of OEM, Web 2.0, Larger Enterprise, and Data Center market
- Demonstrated ability in the following areas: pre-call planning, opportunity qualification and objection handling, call structure and control, time and territory management

- Experience entering, tracking, and reporting data on lead activity
- Consistent track record of meeting or exceeding sales targets
- Proficient in English in speaking and writing; bilingual will be a plus

Salary Range

The salary offered will depend on several factors, including your location, level, education, training, specific skills, years of experience, and comparison to other employees already in this role. In addition to a comprehensive benefits package, candidates may be eligible for other forms of compensation, such as participation in bonus and equity award programs.

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