

# Enterprise Solutions Manager

## Core responsibilities

- » Develop and manage sales pipeline, prospect and assess sales and move through the sales pipeline.
- » Drive strategic deals and accounts to deal victories on a regular basis.
- » Utilising an account specific strategy and enterprise solution selling techniques to develop and secure client opportunities.
- » Initiate and negotiate non-standard contracts
- » Perform function as a bid manager for complex deals and negotiate non-standard contracts
- » Represent the company in a variety of sales activities such as sales presentations, events, workshops and other customer servicing related activities
- » Maintain a good overview of the geo-spatial industry and its peripheral technology
- » Drive sales of the company's software products, enterprise solutions and professional services to new and existing accounts.
- » Coordinate resources throughout the enterprise sales cycle, including product support and sales engineering.
- » Manage and track customer and transactional information in a CRM system
- » Provide regular reporting of pipeline and forecast and performance.
- » Keep abreast of competition, competitive issues and products.

## Job specifications

- » 3 to 5 years in software enterprise sales and strategic selling experience.
- » Proven success in field sales and a deep commitment to solving enterprise-wide client problems with technology.
- » Strong sales personnel with diverse industry backgrounds and experiences
- » Consistent overachievement of sales targets.
- » Strategic enterprise solution selling skills - Creating a business plan, assessing a territory, qualifying targets and prioritising sales efforts.
- » Demonstrated understanding of current/future trends in technology.
- » Knowledge of Geographic Information Systems and spatial technology concepts is a strong advantage
- » Possess strong enterprise solutions sales and negotiation skills
- » Strong oral and written interpersonal and communication skills
- » May require overseas travel at short notice

## How to apply

If you can see yourself as Esri Singapore's **Enterprise Solutions Manager**, then send us your resume, along with a cover letter addressing the selection criteria. Whilst we want to hear everything about you - please limit your cover letter to no more than two pages, and send to [careers@esrisingapore.com.sg](mailto:careers@esrisingapore.com.sg).

For more information regarding the role of Enterprise Solutions Manager, please contact Jasmine Tan, Human Resources, by phone on (65) 6709 8122.