

WE ARE

HIRING!

Our team is growing, and we are looking for a:

IT ENTERPRISE SALES MANAGER

-  Must be a graduate of Bachelor's in Information Technology, Computer Science, Business Administration, Marketing, or equivalent, with at least 5 years of relevant job experience in the related field; having a Master's in Business Administration is a plus
-  Proficient in different and effective sales strategies, customer management and negotiations, sales best practices, and industry standards and regulations
-  Has a proven track record of at least 10 years in IT sales roles, equipped with effective skills to drive sales process from planning to closing a deal and consistently meet or exceed sales targets
-  Demonstrates great understanding of enterprise IT infrastructure, cloud computing, cybersecurity, networking, and software solutions, and with enthusiasm for new technologies and their commercial use
-  Exhibits strong business acumen, including the ability to analyze market dynamics and trends, understand customer needs, align technology solutions with business objectives, and make effective data-driven decisions
-  Resilient and with great personality, with focus on building long-term relations and networks and delivering effective client care optimum value
-  Highly functional and motivated, and with excellent command of written and spoken English to effectively present data and concepts and communicate information (especially highly technical details)
-  Self-motivated, results-driven, able to thrive in a fast-paced, competitive environment, and able to travel at least 20% of the time to meet with clients and attend industry events and functions
-  Must be willing to work in Bonifacio Global City, Taguig City

Interested applicants may submitted their updated CVs to:
recruitment@kkg-security.com

