



First Avenue

Vice President of Sales - MENA/APAC/ASEAN

Singapore, Singapore
Permanent

- Exciting Opportunity to lead a high performing team
- Join a Growing Practice who are considered worldwide leaders within their space
- Responsible for MENA/ASEAN/APAC Region selling innovative service offerings

* Winner of a Sleuth of Awards for Outstanding Customer Service and Product Offerings

* Recognized as a leader within the BIG DATA Space year after year

* Consistently growing presence across the region and working with Fortune 100 Companies

* High Performing & Supportive Environment and Team

We are looking for an experienced sales leader to join a growing and well regarded consultative practice leading the team across the MENA/APAC/ASEAN region. You will be a dynamic, hands-on executive who will bring high intensity and commitment to the business. Your highly collaborative nature to contribute to the success of the organisation and to drive company growth will lead you to become a true business partner which will stand you in good stead amongst the team and customers alike. You will be responsible for developing plans and strategies for developing business and achieving the company's sales goals and lead by example in accomplishing the same. Reporting to the CEO for the region you will be responsible for creating a culture of success, ongoing business and goal achievement through the successful management of the global sales team, operations and

resources to deliver profitable growth for the region. You will work closely with the professional services and marketing team in ensuring a high level of customer service & satisfaction is attained, delivered and maintained.

To Be successful in this role you will have:

- **Minimum 5 year's Enterprise Software sales management experience.**
- Must have skills to coach and assist sales team in relationship and benefit stream selling to "C" Level prospects, ability to understand business flow and articulate software & service benefits stream to prove out a return on investment.
- Negotiation skills are critical and ability to work with a prospect from cold call to close.
- Experience in budget planning, revenue forecasting & reporting and market analyses
- Minimum 10 years of experience in sales (preferred in ERP software or within SAP space)
- Proven experience of growing revenue and scaling outside sales teams
- Experience selling across the region especially within Singapore is essential
- Residents of Singapore or past residents of Singapore wishing to relocate back are highly encouraged to apply

If this has peaked your interest and you are keen to hear more about the organisation, role and their product offering and more importantly looking to make a move, then don't hesitate APPLY NOW!

Or alternatively feel free to send us an email at melissa.margoulis@firstavenuegroup.com.au or give us a call on +61 414 965 486 for a confidential discussion in relation to the same.



First Avenue

“Our talent is finding talent”

www.firstavenuegroup.com.au

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