

CLOUD BUSINESS DEVELOPMENT MANAGER

Position	Cloud Business Development Manager
Location	Keangnam Hanoi Landmark 72, Pham Hung St, Hanoi
Reporting Relationship	Head of Department
Staff type	Service Employee (Outsourcing)

1. JOB DESCRIPTION

1. Explore and identify key account in the defined industry/segment. Perform account insight about the market position, business portfolio, investment structure and organization structure.
2. Define commercial model. Develops and drive the engagement with business partners; Works towards nurturing the existing accounts.
3. Develop and maintain key account plans that identify opportunities for CLOUD to deliver values to customer
4. Keeping abreast and insight of competition, competitive issues and products.
5. Meet assigned sales and revenue targets and strategic objectives.
6. Other related tasks assigned by Manager.

2. JOB REQUIREMENTS

Professional experience/qualification

- Knowledgeable about the Vietnam Cloud Market, Industry/industry segments features, quick locator to target segments arising with opportunities.
- Knowledgeable about the unique capabilities of CLOUD's services/products, and mastery of horizontal and vertical cloud solution. Capabilities to translate customer requirement into CLOUD service/products/solutions.

Business Skills

- Good at English, skills in business sense, problem solving, project management and analytical
- Great communication skills, team spirit, and a can-do attitude
- Knowledge of identifying, developing, negotiating, and closing large-scale IT technology deals.
- Operates as Cloud expert and sales lead in the areas of IAAS, PAAS, SAAS cloud Integration and cloud native technology
- Bachelor & above, Preferred Major in IT Related or MBA

3. WORKING TIME AND BENEFITS:

- Monday to Friday (08:30-18:00).
- Competitive Salary and Service performance bonus. Full salary in 2 months of probation.

- Participating in full insurance benefits (health insurance, social insurance, unemployment insurance), the company supports 24/24 accident insurance and health care insurance for employees.
- Professional working environment, multinational company, good career development opportunities. Cultural and sports activities, taking care of employees' health and life are organized periodically...

Apply your CV in both Chinese & English to: selena.tranthiminhnguyet@huawei.com

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Thank you