

Job advertisement

REGIONAL PARTNER SALES MANAGER 100%

Location: Australia – preferably New South Wales





Headquartered in Zurich, Switzerland, WEYTEC dominates the integrated workplace solutions on trading floors and in control rooms across defense, homeland security, air traffic control and oil & gas industries for over 35 years. Our key value centers around ease of use, precision and Swiss quality. First-class components, outstanding expertise as well as in-house development and production facilities make us the world's only provider of turnkey control room workplace solutions. With 12 subsidiaries worldwide and support services in more than 45 countries, WEYTEC has deployed over 50,000 mission critical consoles.

To support our sales team, we are looking for a Regional Partner Sales Manager with the following job profile to start immediately or by arrangement:

Responsibilities

The Regional Partner Sales Manager is accountable for the commercial success of WEYTEC via the partner ecosystem in Asia Pacific. Given that WEYTEC works largely but not exclusively via its service partners to serve their customers, the Regional Partner Sales Manager will chart the partner engagement strategy to ensure WEYTEC meet its business targets in the immediate and long term. The Regional Partner Sales Manager will provide guidance and support to the partner ecosystem to provide a scalable and viable environment for business success.

The Regional Partner Sales Manager will be the key member of the team responsible for:

- Understanding the needs of the customers and partners and translating that into sales opportunities for WEYTEC
- Build and expand potential pipelines, converting into sales
- Support external and internal customer facing events

Skillsets Needed

- Strong solution sales and partner sales skillsets will be essential
- A Level 200 understanding of networking or operational technologies or command centre operations will be preferred
- Comfort and aptitude in developing new markets or partners with strong focus in Australia and New Zealand
- 25% travel expected
- Understands turnkey solutions and project management
- Excellent presentation and demonstration skills to translate technical and business requirements into solution value propositions
- The candidate must have the legal right to work in Australia

Experience Needed

- 5 to 10 years of solutions sales experience in system integration, operational technology & networking solutions to Aviation, Transportation and Public Security
- Proven sales track record in project sales either in sales, solution sales or presales capacity

What we offer

- Versatile position with an exciting area of responsibility
- Opportunity to actively shape and contribute your skills
- Appreciative performance culture with a committed team
- Flat hierarchies and open communication
- Wide range of training and further education opportunities
- Support for your further development

We offer you a versatile and challenging job in a modern and future-oriented company. Have we aroused your interest? Then we look forward to getting to know you and receiving your complete electronic application via kimmy.huang@weytec.com

If you have any questions, please contact Joe Keen Poon, Managing Director Asia Pacific (mail: joekeen.poon@weytec.com).