

2) SALES & MARKETING

2.1) Sales Manager-RSCS01-PC / Senior Account Manager-RSCS01-PC

Responsibilities:

- Direct sell and promote IT system infrastructure solutions in areas such as Storage, Security, Networking and related consultancy services
- Manage whole selling cycle including needs generation, proposal preparation, presentation, vendor management and contract negotiations to ensure deal closing
- Establish and maintain excellent relationship with potential and existing customers to maximize sales prospect

Requirements:

- University degree holder in Business Administration / Computer Science or related disciplines
- Minimum 5 years solid sales experience in System Integration / IT Infrastructure service and solution
- Strong knowledge of Storage / Security / Networking products and solutions is an advantage
- Knowledge of service contract business, experience in consultative selling or solution selling on Outsourcing & Managed Services is an advantage
- Proven sales track record is preferred
- Aggressive, independent with positive attitude and team-player spirit
- Good communication, interpersonal, negotiation, presentation and proposal writing skills
- Good command of both spoken and written English and Chinese, good Mandarin speaking is an advantage
- Candidates with less experience will be considered for the post of Senior Account Manager-RSCS01-PC

2.2) Sales Specialist-RSCS01-PC

Responsibilities:

- Responsible for helping the sales team to generate business leads through proactive programs and events
- Responsible for preparing quotation

Requirements:

- University degree holders
- With 2 - 3 years solid sales experience in IT or related field
- Sales and customer centric
- Experience in account management, selling / telemarketing
- A good sense on accountability
- Able to work independently and act in a positive manner
- A good team player with good communication skill
- Sound knowledge in computer hardware and software is preferred
- Good presentation and proposal / quotation preparation skill
- Candidates with less experience or fresh graduate with aggressive attitude will also be considered

2.3) CTB Sales Manager-RSRPS02

Responsibilities

- To achieve sales target by executing account strategies to pursuit sales opportunities and maximize sales prospect in PRC.
- To best satisfy the requirement of customers with cross territory operations.
- Work closely with cross-territory account management team that consists of both HK & PRC account sales.

Requirements:

- University degree in Business Administration / Computer Science or related disciplines
- Minimum 6 years solid sales experience in System Integration / IT Infrastructure service and solution
- Major account selling experience is a must
- Good strategic selling, value selling and relationship selling skills to corporate customers
- Aggressive, positive attitude, high sense of urgency, persistence with ability to overcome obstacles

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- and strong self drive to achieve sales target
 - Good communication, interpersonal, negotiation, presentation and proposal writing skills. Strong communication with all levels.
 - Good command in spoken and written English, Cantonese & Mandarin
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Application method:

We offer excellent career opportunities, remuneration and benefits to right candidates. Interested parties, please fill up the “**Application Form**” and “**Reference Check Consent Letter**” with your updated full resume sending to us by either one of the following ways:-

Email : job@asl.com.hk
Fax : 2601 6936
Post : Human Resources Department, Automated Systems (HK) Ltd.,
15/F., Topsail Plaza, 11 On Sum Street, Shatin, N.T

Please state clearly the position you are applying with reference number (if any), recruitment channel, present and expected salary in your resume.

For those who have been invited for an interview, please bring along your academic certificates and employment reference as well as our completed Application Form and Reference Check Consent Letter.

We are an equal opportunity employer. All applications will be treated in strict confidence. We regret that only shortlisted candidates will be notified. All personal data supplied will be destroyed within six months after the selection process.