



Account Manager – Software

Report to: Director, Software Solution APAC (Located in Hong Kong)

**Location: Building #29, Mao Tse Tung Blvd, Village 3,
SK. Toul Tumpung 2, Khan Chamkarmorn, Phnom Penh**

Responsibilities

- Deliver sales at or above quarterly targets for CAD, including SaaS Subscriptions, Licenses, Maintenance Contracts and Professional Services
- Develop detailed monthly/quarterly sales activity plans to insure that there is sufficient sales activity in the pipeline to meet personal sales objectives
- Establish strong relationships with customers and prospects at the executive management and decision maker levels, based on trust and mutual respect
- Fully utilize established sales process and Provide accurate sales funnel reports for 30, 60, 90 and 180 days, including probability of close for each deal to enable management to understand and manage the business
- Work collaborative with other departments and teams within Gerber Technology to maximize opportunities for Gerber Technology

Qualifications & Experience

Education

- Undergraduate degree required

Preferred Experience

- A minimum of 5 years experience selling enterprise management software such as ERP, PLM or SCM to the soft goods design, manufacturing or retail sectors.
- A minimum of 5 years selling software to fashion brands and garment factories, CAD software sales a plus.
- A consistent track record of meeting/exceeding sales objectives and helping a company drive significant growth.
- A successful record of driving sales through channel partners
- Excellent negotiating and interpersonal skills
- Excellent client relations skills
- Private Equity owned company experience a plus

Personal Characteristics

Critical Competencies for Success

- An individual that can build credibility with industry executives, winning their confidence and trust based on their reputation and industry knowledge.
- A self starter who sees opportunities to add value and takes on tasks without being asked.
- An effective communicator at all levels in the organization, with strong oral and written skills and a willingness to share information.
- A leader with great coaching, presentation and relationship management skills
- An individual who has the ability to understand both the big picture and the immediate day-to-day and who can use this knowledge to help management understand how the business is performing and where issues are likely to arise going forward.
- A mature, energetic individual who adheres to the highest standards of business and personal integrity.
- A confident, decisive person who is action-oriented and meets all agreed upon commitments.
- A team player who demonstrates a strong desire to instill a partnership-orientation among the people he/she is working with.
- Someone who is extremely resourceful, who finds creative ways to get the job done with little support from others.

Compensation:

Compensation for this role will consist of the following:

1. Base Salary
2. Sales Commission

Email: career@Gerberttechnology.com