

About Procurri

Headquartered in Singapore, Procurri is a global independent distributor of data centre equipment and multi-vendor maintenance provider. With offices across four continents, we offer localised, multi-country services in more than 80 countries worldwide.

Being an innovator, Procurri changes the way the world buys technology by solving data centre challenges via a channel-focused model that is backed by our global footprint and team of experienced IT experts. Our comprehensive hardware expertise and technical know-how have enabled us to provide our customers with solutions that optimise the value, performance and life span of their IT infrastructure.

With a single-minded approach towards support and service delivery, Procurri is the trusted partner of choice for mission critical infrastructure around the world. Our customers include leading companies from various industry segments as well as cloud and data centre providers, system integrators, business partners and value-added resellers.

For more information, visit <http://procurri.com/>

Position Available:

Account Manager

The Account Manager is an IT sales professional responsible for developing and managing relationships with VARs, Resellers, Solution Providers, MSP's and other channel hardware and service providers. The Account Manager will have a focus on driving revenue and profit growth through sales of datacenter hardware (server, storage and networking products) and services to our core customer group. He/ she is responsible for focusing on developing customer relationships and working with the product teams and maintenance / services teams to provide solutions to customers within the channel. Specifically, VARS, Resellers, System Integrators, MSP's and OEMs.

- Prospect for new customers via cold calls, face-to-face meetings, conferences, and email marketing.
- Develops a business plan and sales strategy for the market that ensures attainment of individual sales goals.
- Sell to VAR / Resellers, Distributors, Outsourcers, and Manufacturers.
- Provide responsive customer service and resolve client issues quickly and efficiently.
- Liaise with Operations department to ensure orders are properly shipped, received and invoiced.
- Present the company value proposition in front of sales organizations via customer visits, conference calls or webex.

- Work with global product teams to source equipment at the best value to the company.
- Work in a team environment and cross-sell product lines and services.
- Coordinates with the sales, warehouse and engineering departments to assure on time shipments and on time deliveries.
- Prepare various ad hoc reports and presentations for senior management
- Assist with various ad hoc projects in all aspects of company operations

Interested individuals that meet the following minimum requirements are encouraged to apply:

- University or college degree, preferred
- Minimum 2 years of Data Center Hardware Experience
- Proficient knowledge of Microsoft Office
- Ability to work with minimal supervision while understanding the necessity for communicating work efforts with other employees and organizations
- Strong work ethic and emphasis on attention to details
- Analytical problem solving ability
- Ability to work well under pressure and within short deadlines
- Experience with enterprise hardware and services solutions
- Experience with both channels and end-users organizations
- Strong understanding of customer and market dynamics and requirements

If this challenging position intrigues you, please send in your detailed resume (including current/expected salaries and availability) to us. **Applicants reply via E-mail:** hr.ap@procurri.com

Personal data collected will be used for recruitment purposes only and will be kept strictly confidential.