

Product Manager – Security Solution 1 Position

Education: Bachelor's Degree or higher

Skill: Product / Brand Management, Business Development, Sales

Responsibilities

- Drive product and development for product lines in collaboration with vendor, marketing, sales, and support
- Able to do business plan and QBR. Managing the entire product line life cycle from strategic planning to tactical activities. Create and present business plan to management and vendor
- Engage with customers and partners, identify and understand business requirements and working with channel sales and engineer for supporting the requirement needed from customer/partner.
- Act a representative and an evangelist for the product line at the trade shows, online webinars and other publicly facing functions. Able to do marketing plan and program and create promotion to support activities
- Cost and price list management and ensuring that the project is cost effective
- Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers
- Manage conflict and negotiation skill
- Understanding import process
- Able to work under pressure to meet sales target

Requirements

- 3-5 years experiences of Cyber security, Cloud and virtualization, and Networking
- Good English skills and excellent ability to communicate. Ability to present in front of large audiences
- Ability to work effectively with people from a variety of different functional areas: corporate marketing, sales, support, finance, etc.
- Sales or product manager background. Distribution business background will be advantage.
- Proactive work style
- Thai Nationality

Interested parties, please send in your resume to enquiries_apac@exclusive-networks.com