

JOB DESCRIPTION

Designation : Product Manager (Security Business Unit)

Roles & Responsibilities:

1) Sales Role

- Develop, maintain and manage a 3X funnel based on vendor's set revenue target
- Overall vendor management, set and attend regular reviews with vendor.
- Maintain, update and ensure status of opportunities from named/un-named end user accounts and Tier 2 partners' leads are up-to-date and accurate
- Responsible for initial qualification of leads either from cold calls, inbound enquiries or partner referrals
- Independently present vendor's solution to end users during the first meeting ***with the exception of:***
 - C-level audience is present
 - CIO/CTO/Technical Evaluators are involved in first meeting
 - Strategic named accounts where vendors have indicated they want to be engaged from start of opportunity
- Ensure sticky follow-ups upon confirmation of opportunity and bring to closure
- Prepare quotations
- Qualify need for POC, coordinate and arrange demo unit, pre-sales resource
- Set POC objectives with customer based on:
 - Target loan duration of 2 weeks
 - Expected closure within the same quarter
- Responsible for updating Ops on status of outstanding loans on a monthly or per request basis
- Highlight any opportunity greater than US\$50K (revenue to TSS) to Country Manager with the following details:
 - Competition
 - Customer's budget
 - Partner's involvement
 - Expected close date
 - TSS Pre-sales involvement
 - Deal structure with discounts
- Highlight any opportunity greater than US\$100K (revenue to vendor) to Vendor with the following details:
 - Competition
 - Customer's budget
 - Partner's involvement
 - Expected close date
 - TSS Pre-sales involvement
 - Structure deals and discounts based on directions from BDD and/or F5 Sales Manager
- Managing key partners for the line of business
- Developing un-named end user accounts and Tier 2 resellers
- Provide updates and training to partners from time to time

2) Marketing Role

- Quantify marketing investments, drive and set objectives for each marketing activity
- Plan, detail and execute marketing programs either with specific vertical sector or with key reseller/partner to generate leads. These include (but not limited to):
 - Bundle programs with other brands/solutions
 - Bundle programs with ENSURE/INSURE services
 - SPIFFs (for lead referrals or closures)
 - Roadshows (solution based or sector based)
 - Contribution to TSS Newsletter

Key Measurements:

- 3x funnel based on vendor's set revenue target
- Meet or exceed the revenue and gross profit (GP) targets set by Country Manager
- Execute at least ONE (1) marketing event each quarter
- To successfully recruit, grow and train at least 5 Tier 2 partners within the fiscal year with the following targets in mind:
 - Leads and opportunities averaging US\$300K per quarter
 - Average contribution of US\$100K per quarter
 - At least 1 certified engineer
 - Demo unit investment

Requirements:

- Degree/Diploma in Sales & Marketing / Business Administration or equivalent
- Relevant experience with resellers will be an added advantage
- Excellent network with strong communication and interpersonal skills
- Highly motivated, results oriented, resourceful with lots of initiative

** Please note : This Job Description is subjected to change by the Management or Reporting Manager as deem fit.*