Job title	General Manager for international Cloud computing provider (IND)
Location	Jakarta, Indonesia

Duties and Responsibilities

- During the first 90 days, develop & execute strategic plan to achieve sales targets & expand customer base, involving systematic preparation of target prospect lists, key profiles, stakeholder relationship maps & action plans.
- Build & maintain healthy pipeline in order to hit/exceed annual sales targets and growth areas.
- Grow & maintain partner ecosystem, actively engaging with target prospect communities and build up buzz around cloud products/services by communicating value proposition to prospects and customers.
- Build & maintain strong, long-lasting customer relationships and provide rapid, responsive customer service, including quickly addressing any problem escalations, analyzing root causes and developing solutions.
- Develop & implement targeted multi-channel local marketing & PR campaigns, collaborating with partners and international counterparts. On ongoing basis, plan & execute marketing & PR campaigns.
- Plan & manage all local business operations, P&L & people, developing them to achieve world-class levels.
- On ongoing basis, provide timely, regular reporting of financial, commercial & operational KPIs to international team.
- Manage projects that involve adding key local operational capabilities and that support international businesses.
- On ongoing basis, collaborate with channel partners, cross-functional teams & business stakeholders on project scope & constraints, manage risks and delivery.
- Manage & establish project governance, documentation, activities of available resources, training, weekly reporting and team communications across international team members and business stakeholders.

Candidate Profile

- Bachelor Degree: Electrical/Computer/Industrial Engineering/Business.
- An MBA is a plus.
- Excellent command of written and spoken English. Native fluency in written & spoken local language.
- Minimum of 6, but prefer 9+ years experience as a sales and project manager in Telecom/ ICT/Data Center/Cloud industry.
- Project management and team leadership experience, with experience consistently driving successful large-scale projects on time with successful results in sales or operations.
- Excellent communication, presentation, negotiation and interpersonal skills.

- Excellent analytical skills and business acumen.
- Customer oriented attitude.
- Subject matter expertise in Cloud, Data Center operations, data architecture & management, payment gateways, fraud and CRM systems a plus.
- Ability to operate autonomously across multiple teams in a matrix organization.
- Able to lead & motivate teams through influence.
- Ability to plan and manage all business operations, including sales, marketing, finance & operations.

Approved by:	(on behalf of CEO)