

Job title	General Manager for international Cloud computing provider
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Mission

JB Monster is the largest referral network in Asia which specializes in referrals to open jobs with top companies in the region. We pay up to \$10,000 USD for every successful placement which is hired.

Job Description

We work with the top companies in the world and offer them top candidates through our network. We are currently looking to help one of Asia's largest online business conglomerates.

Successful candidates will be results-oriented, self-motivated, driven individuals who can drive sales and are comfortable working in an international, fast-paced environment. They will also be consummate team players capable of working with cross-functional teams to identify constant improvements and deliver experiences that exceed customers' expectations.

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.

Qualifications

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:	JB Monster (on behalf of CEO)
Date approved:	October 14, 2015