



FUJITSU HONG KONG LIMITED
JOB DESCRIPTION

Position: Senior Account Manager (Retail)

Division / Department: Enterprise Vertical/Segment Sales

Job Description:

- Provide professional selling & advice on one-stop IT solutions, including but not limited to hardware, software, infrastructures and solutions, to our existing and new potential customers in retail or commercial sector
- Work closely with internal teams, such as pre-sales and product marketing team to identify new business opportunities to achieve sales targets and business results
- Develop professional sales strategies to maintain long-term customer relationships
- Proactively visit customers and conduct strategic account review
- Stay current with latest developments in marketplace and competitor activities
- Develop positive working relationship with partners to build business

Job Requirement:

- Diploma or Degree holder in business, IT or related disciplines of Tertiary Education
- 3-5 years' solid IT and services solution sales (preferably on a dedicated role in selling large complex SI and Managed Services), less experienced candidate will be considered as Account Manager.
- Strong business sense and market networking
- Mature, diligent, aggressive and sales oriented
- Excellent communication and presentation skill
- Good command of spoken and written English and Chinese, Putonghua is an asset

Attractive remuneration package will be offered to the right candidate. Please send full resume with expected salary to hr@hk.fujitsu.com or WhatsApp 6899 5510. Only shortlisted candidates will be contacted. All information provided will be treated in strict confidence and used only for recruitment purposes.