



JOB DESCRIPTION

Job title : **Digital Transformation Sales Director**

ABOUT COMPANY

FPT Software - the Software Powerhouse

- FPT is a globally leading technology and IT services & solutions provider headquartered in Vietnam, with approximately 27,000 employees and 65 offices in 28 countries. As a pioneer in digital transformation, we deliver world-class services and have served 1,000+ customers worldwide, 100+ of which are Fortune Global 500 companies in the industries of Aerospace & Aviation, Manufacturing & Automotive, Banking, Finance & Insurance, Logistics & Transportation, Healthcare & Life Sciences, Retail, Utilities & Energy, and more.
- Key Services Offering:
 - Digital Transformation
 - Software Customization & Implementation
 - Manpower & Outsourcing Service.

JOB DESCRIPTIONS

- Collaborate with clients and businesses to understand needs and pain points, offering consultation and designing solution architectures.
- Conduct consulting, technical, and IT/Digital architecture analyses, including effort estimation, solutioning, and proposal review, presenting solutions to clients.
- Ensure compliance in proposed solutions, covering architectural design, security, and managed services, for clients across various industry sectors.
- Thoroughly understand the company's service and solution offerings to provide effective consultation to businesses.
- Customize IT/Digital solutions and service offerings to align with clients' specific needs.
- Conduct market studies to identify trends and needs, initiating innovative technology/solution/services recommendations to the company's board of directors.
- Stay updated on knowledge and know-how, becoming a subject matter expert (SME) in technologies such as Cloud, RPA, Low-code, AI/ML, IoT, Blockchain, 5G, etc., and best practices in IT/Digital solutions and services for diverse industry sectors.
- Develop strategic plans for achieving company sales goals and fostering business growth.
- Promote company products and services effectively to customers, expand the customer portfolio by acquiring new clients, and manage key customer relationships, actively participating in closing strategic opportunities.



JOB QUALIFICATIONS

- Bachelor's or Master's degree or equivalent professional experience in Information Technology.
- Exceptional communication skills in **English, Chinese** and strong presentation abilities.
- Rapid adaptation with a short learning curve for the latest technologies, including Cloud, RPA, Low-code, AI/ML, IoT, Blockchain, 5G, etc.
- Proven experience in Digital Transformation projects/programs and IT service delivery.
- Minimum 5 years of working experience with Microsoft technologies, specifically Azure Cloud, AI, and Data Analytics, including hands-on experience as an architect/technical/team lead for an Agile team, and familiarity with advanced software development processes like TDD, BDD, etc. Additionally, understanding the roles and responsibilities of Technical Sales/Pre-sales and experience in enterprise products, distributed systems, micro-services, and IoT. knowledge or expertise in BFSI, FinTech, MarTech is advantageous.

BENEFITS

- Hybrid working
- Competitive salary with performance-based award.
- Young and dynamic working environment.
- Continuous development of hard and soft skills through work and professional training.
- Opportunity to approach newest technology trends.
- Company's labor policy completely pursuant to Hongkong labor legislation plus other benefits offered by the company (Company trip, Holiday, etc.)

CONTACT

- **FPT Hongkong – Recruitment Department**
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