

## Job Description

We are looking for a **Channel Sales Manager** to join our team at DeltaFrontier **in Malaysia**. An innovative Singapore-based company, DeltaFrontier is a fast-growing value-added solution partner providing cutting-edge technologies in the AI and IoT industry. As a regional distributor, we strive to be a leading new technology solution and product supplier.

### **Why DeltaFrontier?**

DeltaFrontier's success is attributed largely to the highly skilled staff we employ and the professional service we provide, allowing us to expand speedily in this region. Our team is the driving force of the company, forging ahead to accomplish its mission and vision. Consisting primarily of proactive, accountable and creative talents with hands-on experience, you can learn from our MNC-background team to support various pre-and post-sales projects.

- You want the primary responsibility of supporting sales growth initiatives across South East Asia.
- You are passionate about new technologies and high growth in the upcoming years.
- You love working in a startup environment and can take responsibility in critical projects.

### **Responsibilities**

- Be a high-level individual contributor to achieving business objectives.
- Identify and generate leads from the ideal customer.
- Cold calling or leveraging on your current network.
- Develop and execute an effective sales strategy to ensure a high-quality sales pipeline and closure rate.
- Explore different go-to-market models.
- Conduct discovery calls, presentations, and demos with prospects and customers.
- Develop and manage relationships with prospects.
- Build a strong SI team based on business development.
- Develop and implement a long-term business plan and tactical plans.
- Participate in the GOV and private industry tenders (e.g., writing proposals, generating required technical information for a tender, etc.).
- Coordinate with the marketing team to plan and execute marketing activities and events to maximize the pipeline.

**Requirements**

- Possess a Diploma or bachelor's degree in a related field.
- Minimum 3 years of experience in Building Automation, access control and video analytics.
- Experience in facial recognition and IoT systems is an added advantage.
- Minimum 2 years of Sales/Channel/BDM experience in the aforementioned product line.
- Have an existing potential client database and possess influencing relations with consultant/end customers to know how to best satisfy their requirements.
- Possess a strong understanding of the local market in physical access control, CCTV, and smart enterprise solutions (e.g., room booking systems, visitor management, IoT solutions, etc.).
- Understand local market regulations and able to translate them into sales efforts.
- Able to match business needs to technology solutions and position them in competitive scenarios.
- Highly motivated, resourceful, and independent worker who is proactive and customer-focused.
- Proven sales track record.

**What we offer**

- A great team and culture with an MNC-background management team.
- Competitive salary and benefits.
- High growth opportunity for career development.
- Colleague recognition awards.
- Regional business travel expansion.

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