
JOB DESCRIPTION

Position	Enterprise Sales Manager (Senior) - Singapore
Department	Sales and Marketing
Reporting To	Vice President, Business Development & Marketing
Subordinate(s)	--
Shift(s)	--

DUTIES & RESPONSIBILITIES

AI is poised to transform many industries in the world in the coming years. Sentient.io, with its AI & Data platform as well as its Solution Gallery of SaaS Solutions, wants to position itself as a key driver of business transformation.

We are at the start of an exciting growth journey. Sentient.io is a rapidly-growing, ambitious company that aims to democratize access to AI through an open platform that marries large, diverse and open data sets with deep, diverse AI algorithms that work out-of-the-box.

We are looking for team players in the Sales Team. We are hiring an Enterprise Sales Manager that is motivated and self-driven. We love people who are passionate and who like working in a fast-paced startup. Sentient.io operates out of Singapore and has business both in Singapore and Japan with multiple prominent clients in the market.

In order to support the fast-growing business development of our platform and services, we are looking to fill the position of an Enterprise Sales Manager

What you will be doing

1. Develop Singapore as a sustainable market through business development, partnerships and enterprise sales
2. Identifies customer pain points and astutely reads the triggers and underlying needs of each unique client. Furthermore, clarifies understanding by asking for examples and illustrations
3. Helps customers in their buying process and clarifies the strategic benefits provided by Sentient.io solutions

4. Works co-operatively, co-ordinate and leverage internal relationships and resources including but not limited to inside sales, technical presales, partner sales, executives and delivery teams.
5. Demonstrates a deep understanding of the customers' needs during conversations with the various stakeholders
6. Directs the customer interfacing relationship and confidently speaks with Senior Management contacts, crafting the proposal, pricing and negotiating the deal to completion.

What we are looking for

- 8+ years of overall industry experience with at least 5 years of strong and relevant enterprise sales selling experience in projects and SaaS solutions
- Knowledge and understanding in artificial intelligence solutions and its related industrial applications is preferred
- Ability to understand customer and industry business drivers and how that applies to the management of sales opportunities.
- Proven success in closing large enterprise software sales opportunities.
- Ruthless focus on results - pipeline generation & managing business pipeline and revenue forecasts.
- Good tertiary education in Business, Management, Computer Science or Engineering or equivalent experience.
- Experience to sell to both business and IT professionals
- Effervescent self-starter and team player, excellent communicator both written and verbally with the ability to present to and influence decision-makers at all levels
- For Senior Sales Manager, a solid 5 years and above enterprise solution sales experience with a strong ability in business development and market analysis to drive the business growth is required

Even better if you are

- Experience working with international partners
- Experience working with a rapidly growing and changing company
- Experience working for a start-up where processes are still being built by the day