



## Senior Sales Lead

Fujitsu • New Auckland QLD 4680



Base pay

\$160,000 - \$176,000



Work type

Full time



Contract type

Permanent

### Job details



Date posted

04 Aug 2021



Category

Sales



Occupation

Sales Director & Leadership



Base pay

\$160,000 - \$176,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Career level

Experienced non-manager



Work Authorisation

Australian citizen / Permanent resident

### Skills

SALES

SATISFACTION

SENIOR SALES

### Full job description

#### Senior Sales Lead

#### Location - Auckland

Fujitsu is a diverse global organisation with over 120,000 employees, offering a full range of technology products, solutions, and services to customers in more than 180 countries. We know that using our experience and the power of ICT to shape the future of society with our customers can only be achieved through a flexible and respectful approach to work.

Fujitsu Oceania is focussed on winning our customer's trust to improve their businesses, supporting our people to reach their full potential and doing good things for society, all whilst delivering sustained profitable growth.

#### Work with a giant of technology:

Reporting to Head of Sales – New Zealand, this role is focused on selling a range of mainly higher end solutions such as infrastructure, networks, servers, storage, and security as well as user hardware.

In this role you will build and develop quality relationships and subsequent sales with existing and potential customers through the strength of your existing networks and ability to win new business.

The role will specifically involve:

- Developing strategies and plans for major customers and market segments to establish sales pipelines
- Building and developing relationships through networking and promotional activities
- Winning deals in terms of leading negotiations to close the deal and ensuring customer needs are met
- Manage client accounts to ensure revenues, margins, and customer satisfaction are maximised
- Providing input to Fujitsu teams on market intelligence
- Working closely with internal teams on technical matters and finance

### **Building your own path to success:**

To be successful in this role, you will have:

- A proven track record of sales achievement with major corporate and/or public sector accounts
- Experience in the IT sector is essential, but you will also be supported from a technical point of view
- Strong existing networks and the ability to build and develop new ones
- A conversational, collaborative approach to business relationships with the ability to pitch/present at the highest level
- Strong commercial skills including negotiating, influencing, and closing
- The ability to travel and possession of a full clean driving licence

### **Come Share our Vision:**

We aim to create an employee experience that embraces diversity, inclusion and belonging. We're focused on flexible work options and a range of rewarding benefits. If you want to work in the way that suits you and our customer's best, come and find your future at Fujitsu.

Work your own way: <https://www.fujitsu.com/au/about/careers/own-way/index.html>

Achieve together: <https://www.fujitsu.com/au/about/careers/achieve-together/index.html>

Our Process: <https://www.fujitsu.com/au/about/careers/trusted/index.html>

**Fujitsu: Empowering human difference**

*?Fujitsu complies with government legislation in various jurisdictions which in certain circumstances may impose a requirement that certain workers be vaccinated against COVID-19 (or otherwise have a valid exemption). Also, for client facing roles, many of our customers require our staff to be vaccinated to attend their workplaces. Based on Fujitsu's assessment of workplace risk and the safety and wellbeing of our people and consultation with our staff, Fujitsu has introduced a Vaccination Requirements policy which requires all persons entering a Fujitsu workplace, attending a Fujitsu work-related event, or entering other premises to undertake work on Fujitsu's behalf to be fully vaccinated against COVID-19 or the subject of an appropriate exemption (and to provide evidence of the same). Consequently, as a result of Fujitsu's policy, and, where applicable, customer and legislated vaccination requirements, Fujitsu requires all new employees to be fully vaccinated or have an authorized exemption approved by Fujitsu's Crisis management Team (CMT). Recruits will be required to provide evidence of their vaccination status as part of the recruitment process.*