



Senior Sales Executive

Fujitsu • New Auckland QLD 4680



Base pay

\$100,000 - \$100,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

19 Jan 2022



Category

Sales



Occupation

Sales

Representatives/Consultants



Base pay

\$100,000 - \$100,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Career level

Experienced non-manager



Work Authorisation

Australian citizen /
Permanent resident

Perks

Sales training

Skills

SALES

SALES EXECUTIVE

CONTINUOUS IMPROVEMENT

PROPOSALS

SALES FORECASTING

SALES PLANS

SALES TRAINING

TEAM BUILDING

Full job description

Senior Sales Executive

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. Our purpose is to make the world more sustainable by building trust in society through innovation. This is the core of the Fujitsu Way!

Building your own path to success:

We are seeking to grow our sales teams with committed people to lead the development of our customer relationships with a particular focus on supporting the move to innovative digital transformation capabilities.

Reporting to the NZ Country Manager, we are now seeking a Senior Sales Executive to specialise in developing new business and extend existing client relationships both in the private and public sectors.

Your core responsibilities include:

- Proactive engagement with major customers and prospects to co-create innovative solutions, and closing opportunities across the wide range of Fujitsu's solution portfolio
- Accountable for submitting quality proposals to the customer in conjunction with Fujitsu solutions experts and wider teams
- Providing direct and indirect leadership to Fujitsu sales teams with strategy, and identifying the best use of resources to execute sales plans
- Building a sales pipeline against revenue targets and providing data for sales forecasting to line management
- Own the relationship plan and develop a strong and influential network within the sector as well as maintaining strong internal networks especially with the bid team

Building your own path to success:

To be successful in this role, you will have:

- A proven track record of sales achievement in the IT sector with delivering major solutions to private and public sector accounts
- Strong existing networks at the highest levels and the ability to build and develop new ones
- A record of undergoing continuous improvement developmentally in terms of formal sales training and keeping abreast of industry technology
- Strong commercial skills including strategic and conceptual ability, negotiating, influencing, and closing
- An engaging and inspiring leadership style that promotes successful teamworking in line with Fujitsu's values

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.