

# Senior Sales Representative (f/m/d) Singapore

## For the APAC region (based in Singapore)

**Don't apply for just any job, apply for the job you deserve!**

OTRS is not only world's leading provider of the open source help desk software, our career opportunities are also highly presentable! Being creator and source code owner of the OTRS product suite we are looking for new team members. Become a part of OTRS and apply now.

### We offer:

**The OTRS Senior Sales Representative** plays a key role in our company's success, selling our products and services to customers in the APAC region:

- You are part of an international team, working with customers to find out what they need, create solutions and ensure a smooth sales process
- You will be responsible for developing a pipeline of prospects (through cold calling) as well as for qualifying them
- You will be in charge of the weekly & monthly reporting of all relevant sales numbers
- You will analyze markets in the APAC region (customers, partners, resellers) and make recommendations on how to conquer these markets
- You will support the organization of events (trade fairs) and prepare post event reports

### Your Profile:

**You are goal-oriented, dynamic and enthusiastic?** We are sure you also fulfill the following requirements:

- You have successfully completed a bachelor's degree or an equivalent and you have at least 8 years of significant sales experience
- You possess strong communication and presentation skills, work well under pressure, thrive in a fast paced environment and stay flexible through growth and change
- You possess the proven ability to effectively coordinate and work across functional teams – both, internally and with partners, in-person and virtually
- You are persevering and have a positive attitude, are highly motivated and creative
- You have a strong command of English and you feel at ease in an international environment. Additional language skills (Asian) are beneficial
- You have an excellent working knowledge of MS Office, especially Excel and PowerPoint



**Are you interested?**

Please apply through email at [career@otrs.com](mailto:career@otrs.com)

**Further Questions?**

Contact us at +49 (0)6172 – 681988-51.