
Account Executive / Account Manager

Job Descriptions:

- Maintain and build relationship with both existing and new clients
- Responsible to both SME and Enterprise customers
- Identify prospects, develop and maintain relationship with vendors & distributors
- Develop and implement sales plan to reach target market

Job requirements:

- Diploma holder or above in Business and related disciplines
- Experience in selling IT solutions including Computer products, Networking, Storage & applications would be an advantage
- Possess good communication skills
- Detail minded, sales driven and independent
- Passionate in developing long term career in sales profession
- Good command of Spoken English and written Chinese
- Immediately available is preferred
- Candidates with more experience will be considered as Senior Account Executive or Account Manager

Server Engineer

Responsibilities:

- Responsible for HP, IBM, Lenovo etc. server hardware replacement and maintenance support
- Network and infrastructure setup and support
- Execution of backup strategy and system recovery

Requirements:

- Diploma / Degree holder in Computer Studies, Information Technology or related discipline
- At least one year's experience in server hardware replacement
- Technical experience in Windows Server administration and support is a plus
- Good analytical, problem solving and communication skills, self-motivated and able to work under pressure

System Administrator

Job Responsibilities:

- Manage daily operations for MIS administration & security, Firewall, help-desk, installations for Windows, MS Office, Anti-Virus and software applications supports
- Knowledge of setting Exchange Server, File Servers, Web Servers, Database Servers, DNS, FTP, on Windows platforms
- Provide planning and implementation of new technology and manage change and implement and communicate effectively
- Ensure the IT infrastructure is secure and protected and there is an approved and operational plan for disaster recovery and business continuity
- Remain available to the department on a 24/7 basis and ensure the provision of user support outside of regular business hours by the department

Job Requirements:

- Diploma or above in computer science or other related subjects
- CCNA, MCSE or equivalent
- ITIL Foundation is a merit
- Hands on experience on Microsoft Active Directory, Exchange Server
- Sound knowledge on at least 1 or more below products
 - Cisco Switches, OSPF, RIP, EIGRP or BGP4
 - Sophos Firewall or other Enterprise grade firewall
 - Huawei Router or other Enterprise grade router
 - Backup Exec or other Enterprise grade backup software
 - IP Phone
- Minimum 3 years' experience in system administration
- Demonstrated ability to lead with integrity, promote teamwork
- Knowledge of ERP, BI, CRM, KM, etc. is a merit
- Knowledge in SQL Server and SharePoint server is a merit

Product Specialist - Software & Cloud Computing

Responsibilities:

- Identify sales leads, pitch Cloud products to new clients
- To meet the designated quota targets for assigned products
- Responsible for cloud product planning and development
- Handle the product development life cycle and service rollout of cloud and networking solutions
- Present cloud solutions product demonstration and briefing to both potential and existing clients
- University graduate

Requirements:

- 3-5 years working experience in cloud or network security and familiar with SaaS/Cloud based solutions
- Knowledge and experience in selling Microsoft and Cloud software is definitely an advantage
- Specialize in one or two cloud deployment platforms and get architect certification: AWS, Azure
- Good communication skills and negotiation skills
- A positive attitude and plenty of initiative
- Proficient in both spoken and written English and Chinese

Product Specialist – Security Solution

Job Responsibilities:

- Formulate the product strategy and execution plan for assigned IT Security product or solution
- Develop the core positioning and messaging for the IT Security product or solution to sales team and customers
- Collaborate with vendors and marketing team to develop go-to-market plan
- Promote whole selling cycle including lead generation, package preparation, product or solution presentation and project negotiation
- Support sales team to discover sales opportunities and propose products or solution to customers
- Monitor product sales pipeline and deliver revenue forecast
- Coordinate with internal team and vendors to ensure business success

Job Requirements:

- Degree/Tertiary education in Information Technology / Computer Science / Engineering or equivalent
- At least 2-3 year relevant IT product or solution selling experience preferred
- Previous experience on IT Security or Network Security is an advantage
- Possession of professional certification such as ITIL, PMP, CISSP, CCNA or related certification is an advantage
- Familiarity with IT Cloud – Amazon AWS and Microsoft Azure ; Microsoft Office 365 security; and Active Directory Infrastructure
- Knowledge of Industry / Legal and Regulatory Standards – ISO27000, PCI-DSS, COBIT, SOX, ITIL, and ones from NIST
- Have related experience in Security Assurance Testing, Data Sanitation Process, SIEM (Security Information and Event Management), Identity Access Management Solution, DLP (Data Loss Protection) and Controls Environments & Testing
- Willing to learn, creative thinking and target-oriented

- Self-motivated and interested in exploring new technologies and solutions
- Able to deal professionally and independently with management at all levels
- Good command of communication, writing skill, interpersonal skill and analytical skills
- Experienced and qualified candidate will also be considered as Product Manager