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Job Posting #: 1702083

Job Title: Regional Sales Manager

P2 is a leading wireless mesh technology company offering flexible and expandable network solutions for bandwidth-demanding applications and mission-critical infrastructures. P2 revolutionized the way devices are connected. MeshRanger, our flagship product is ingeniously engineered with our patented MeshInfinity Technology to create "Smart Virtual Fiber" that eliminates the constraints of extensive fiber optic cabling to enable an easy and rapid deployment. P2's flexible mesh architecture provides high bandwidth, low latency and self-healing connection that meets the most demanding connectivity requirements. P2's wireless mesh network is crafted for simple setup and robust transmission almost anywhere.

Job Duties:

- Achieve and exceed the assigned sales target
- Execute Go-to-Market plan
- Grow up the channel partner network in the assigned territory
- Identify and develop sales opportunity in line with company strategy
- Build and maintain good customer relationship
- Develop extra business opportunity besides original customer requirements
- Able to coordinate and cooperate with technical support team and other remote resources
- Provide customer feedback to the company

Requirements:

- Bachelor degree in Marketing, Telecom Communications Engineering, Computer Science or other related disciplines
- Self-motivated and result driven
- 5+ years relevant working experience
- Experience in account management for channel sales
- Strong technical knowledge on wireless technologies
- Experience in the video surveillance solution is a big plus
- Excellent presentation and Interpersonal skills
- Good command of written & spoken English and spoken Chinese
- Willing to travel

If you are interested to join us, please forward your resume to jobs@p2wt.com.