

JOB DESCRIPTION
SEA Business Development Manager
Preference based Location Kuala Lumpur - MALAYSIA

LuxCarta focuses on the creation and delivery of geospatial products for the global telecom, simulation & training and other vertical markets. We specialize in the rapid production and delivery of quality fit-for-purpose mapping products to expert end users utilizing the latest technology advancements achieved through extensive R&D. Our customers are supported by skilled geospatial experts in their time zone through five corporate offices around the world.

LuxCarta is expanding within the dynamic and growing Southeast APAC geospatial market, with a focus on the innovative use of AI for automaton of production processes. The company is looking for a new full-time position based in Kuala Lumpur (Malaysia).

Responsibilities

- Responsible for Southeast Asia Business revenue & margin
- Propose and finalize specific sales measures to drive positive business results
- Lead the long-term growth by driving early stage GTM for new data (5G) proof-of-concepts (PoCs), pilots, pre-commercial offerings, built on the company's product portfolio and targets
- Build and foster deep relationships with GIS partners, customer c-level executives
- Build and exploit new and existing leads / channels
- Define, review and agree to a clear set of priorities, and roadmap with our largest partners and distribution channels
- Contribute to the strategic development of the APAC region

Minimum qualifications

- Bachelor's degree required, Masters preferred
- Minimum 3 years of experience of relevant business development experience in related industries/tech-companies (mobile operators)
- Network planning/in-building solution experience is an asset
- Presentation skills

- Experience leveraging relationships with system integrators and other stakeholders in the technology industry
- Demonstrated record of enabling strategic, trusted partner relationships
- Proven ability to interface, influence and manage with all levels of organization
- Excellent oral and written communication skills in English. Additional languages (French & Asian languages) are an advantage
- Strong interpersonal skills, able to think creatively and elicit results from others

Industry

- Telecom
- Software
- Data / geodata

Employment Type

- Full time
- Preference based in Kuala Lumpur (Malaysia) or others major SEA cities
- Travel required, up to 50%

Job Functions

- Sales
- Consulting

Please send your application to asia@luxcarta.com. We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.