



## **Gorilla Technology Group**

Gorilla Technology (<https://www.gorilla-technology.com/>), a privately held company established in 2000, specializes in video intelligence and IoT technology, supporting a wide range of video-centric and content management applications for retail, enterprise and surveillance. Gorilla Technology's cutting-edge video intelligence solutions transform business processes across a myriad of industries by unlocking the vast trove of data embedded in video streams.

## **Business Development**

At Gorilla Technology, our mission is to apply our Video IoT Platform to achieve management, business and security convergence. That thinking is at the core of how we approach our talents at Gorilla Technology. Building brand recognition for our products is the key to our company's success. As a member of our Sales team, you will be on the frontline of bringing up the excitement and demand for our products and technical solutions while leading and partnering with other sales team members to this end.

By identifying customer and prospect product requirements, qualifying sales opportunities, and building a pipeline of leads, you will engage in prospect discussions and demonstrations, directly contributing to the company's profitability and validating its place as a leader in the industry.

**Location:** Bangkok, Thailand

## **Responsibility**

- Contribute as an individual salesperson, expanding Gorilla Technology's presence in Thailand ( include : Channel development and ODM manufacture opportunity development)
- Develop, design and manage the full sales cycle for regional channel programs/enterprise-level accounts, generating excitement and demand for our products and technical solutions
- Direct the recruitment and engagement efforts of new partners within new defined channels.
- Manage the launch process and documentation of revisions and additions to the partner program.
- Manage and monitor execution of all channel programs, working closely with partners as well as the marketing, sales, and business development teams.
- Evaluate program opportunities based on consistency with overall business goals and marketing strategy.
- Design and implement measurements to quantify revenue generated from programs executed in the channel.
- Evaluate and measure current processes, and where necessary, establish more efficient and consistent ones.
- Evangelize and champion channel mission, purpose, and needs internally.
- Direct channel marketing research to understand customer and partner needs.

## **Minimum qualifications:**

- Bachelor's degree or equivalent
- Minimum 2 years technical experience in technical related industry: IT, Software, or Video Surveillance is a plus
- Strong interpersonal and communication skills.
- Fluency in English (Mandarin a plus)

## **Preferred qualifications:**

- Demonstrated excellence and career development in a sales role
- Demonstrated experience selling solutions to senior level clients preferably in one of the following industries: IT, Software, or Video Surveillance is a plus
- A proven aptitude for learning technical terms and developing an understanding of complex technical products
- The successful candidate will be expected to have a high level of energy, drive, enthusiasm, initiative, and commitment, be professional with good

organization and planning skills, have good communication and persuasion skills, and be a proven self-starter with a record of success in team oriented environment

**Contact US:**

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