

Position title: Regional Sales Consultant	Product: Cadena HRM Series 5/PayTime
Location: Singapore	Market: Southeast Asia

Job Description

Cadena is looking for a talented Regional Sales Consultant to support the sales of our HRIS products in Southeast Asia. You will work with our regional partners, or clients directly, to support the sales of Cadena's HCM and Payroll solutions. In this role, you will leverage Cadena's unique service and product offerings and position Cadena as the vendor of choice within our target markets.

Day-to-day you will:

- Work directly with Cadena's sales team to follow up regional sales opportunities, write proposals and close deals.
- Attending meetings with business development managers and acting as a technical expert.
- Putting together business cases for the sales teams to support their proposals.
- Be an expert in the configuration of and management of Cadena's HRIS applications.
- Provide product demonstrations.
- Provide consultation and effective solutions in close collaboration with customers and partners addressing customers' HRIS requirements and concerns, including work around solutions when applicable.
- Working closely with customers to understand and capture requirements.
- Record and share meeting minutes with customers and internal stake holders.
- Provide solution preparation/management proposals based on customers' requirements.
- Presenting proposals to customers alongside members of the sales team.
- Support trial installations.
- Replying to customers following requests for information and proposal requests.
- Support to build a network of partners that can be leveraged.
- Support regional partners by providing technical and functional expertise during their sales processes.
- Take care of partner relationship management

Your Profile

You are an experienced HR/ ERP consultant and a Bachelor's Degree in computer science, computer engineering, management information systems or a related field.

- Fluent in English (written and spoken).
- Willingness to travel up to 50%.
- Self-motivated and highly adaptive in challenging situations with strong organizational, planning and problem-solving skills.
- Service-oriented with a proven ability to prioritize tasks in a stressful environment.
- Understanding of tax and labour laws is a plus.

We offer

- An inspiring International work environment!
- Competitive salary packages.
- Annual salary reviews and adjustments
- A knowledge sharing atmosphere and teams full of enthusiastic professionals.
- Training and education.
- Career development opportunities.

Cadena International Pte. Ltd.

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