



Job Title: National DMR Account Manager

Department: SBG-D

Reports To: Director of Sales – CA Commercial Channel

Job Description Overview:

National Account Manager for ASUS Systems Business Group assigned to our Commercial Sales Team. Responsible for all Commercial sales functions within an assigned account base. Required to manage and develop Named DMR accounts: Example: CDW / Insight / Intel and other partners. The candidate will work to develop business relationships to best leverage and enable ASUS penetration across various market segment verticals, including specific emphasis and focus on SMB/Enterprise/Ecommerce market vertical.

Essential Duties and Responsibilities:

- Works with ASUS Sales/Marketing & Product Management Teams to develop go-to-market strategies for ASUS Products and Services.
- Proactively identifies sales opportunities with DMR accounts.
- Focuses to develop ASUS relationships and engagement within all levels of the assigned account base.
- Executes a business plan focused on driving unit/revenue growth and measurement against yearly defined targets for the assigned account base.
- Maintains multiple contacts within a large customer base, providing routine communication about ASUS products, programs, offers, and promotions.
- Travels to various Named Account Locations to conduct face-to-face trainings and meetings to further develop ASUS business.
- Weekly, routine onsite engagement to drive awareness and visibility for both short-term & long-term sales opportunities/pipeline.

Required Knowledge, Years of Education, Work Experience, Skill Sets, and/or Certification:

- Bachelor's Degree.
- 3+ years of prior Outside Sales experience in IT Hardware, Software, or Services.
- Named Account relationships and knowledge of the SMB / Enterprise market is a plus.
- High understanding of Commercial Sales and Customer acquisition process.
- Strong Presentation / Reporting and Communication skills.
- Ability to articulate the ASUS value proposition.
- Ability to influence at all levels both with customers, and internally at ASUS.
- Expert knowledge of industry trends, competition, customer buying patterns and sales /marketing techniques.
- Demonstrated ability to build strategic partnerships across organizations.
- Exceptional time management, prioritization, attention to detail, analytical and problem solving skills.
- Highly proficient with MS Powerpoint and Excel.



If applicable, Preferred Qualifications:

- Business plan development and execution.
- Demonstrated quota achievement.
- Strong knowledge of Commercial Distribution, the DMR Channel and End Customers.
- Technical proficiency in Computer Hardware/IT environments.
- Proven ability to sell in a complex, competitive and dynamic situations.

Working Conditions:

- Works at ASUS Markham office 5 days / Week
- Daily required Telephone, Email, Communication duties.
- Weekly, Monthly and Quarterly Face-to-Face Training, Client Engagement, Internal Reporting.
- Weekly onsite presence @ Partners office.
- 20%+ travel required.

Application

- Please email your resume and cover letter to: CanadaHR@asus.com and include the job title in the subject line.
- We thank all applicants for their interests but only selected candidates will be contacted for an interview.
- ASUS is compliant with the *Accessibility for Ontarians with Disabilities Act, 2005* , and recognizes its obligation to provide accommodation in the job application process to persons with disabilities on request, up to the point of undue hardship. Requests for accommodation should be directed to Human Resources.