



3radical Pte Ltd Job Description

Title:

Regional Sales Manager

Location:

Singapore

Job Overview:

To prospect, sell, and close contracts for brands to use the 3radical Audience Engagement Platform, Voco, for consumer and employee engagement. Also, to maintain relationships with and upsell to existing customers.

The Singapore team has strong success with clients including DBS Bank, Singapore Press Holdings, Dell, and Standard Chartered Bank. Backed by industry experts like the former EMEA Chairman of Salesforce and the global CEO of Sage, it's an exciting stage for the business, and the role will suit someone who is happy to operate at all stages of the sales cycle and is flexible enough to work in a very dynamic environment.

Required Experience and Capability:

The candidate should have experience of selling software to brands in Singapore. This could include email, marketing automation, web content management, campaign management, marketing analytics, learning management systems, HR management systems, or other related software.

The ability to communicate our vision and unique capabilities, understand customer objectives, and bring the two together in a compelling proposition will be essential.

Comfortable with delivering a high-level software demonstration as part of the sales process (although support will be provided for heavily customised software demonstrations or technical reviews).

Experience in selling to Financial Services organisations will be an advantage, as will experience with solution selling approaches.

The candidate will be willing to operate at all stages in the sales cycle, from prospecting through to closing contracts and managing the relationship during implementation and extension.

The ability to be flexible, provide input to the business as a whole on how to continue to develop and accelerate sales, and to work in an environment where not all of the materials or sales support functions are yet fully developed are all essential.

Travel throughout Singapore, South East Asia, and sometimes travel further afield should opportunities require it, will be part of the job.

Remuneration:

Remuneration will be competitive based on experience and an attractive commission plan is also included. Options to purchase shares in 3radical will be available after a qualifying period.

To apply for this position, please email your CV, a covering letter stating your salary/remuneration expectations and example of published work to recruitment@3radical.com. Please state clearly in the subject line which post you are applying for.



About 3radical:

3radical is a software company that provides solutions to enable organisations to better engage with their consumer and employee audiences. These solutions deliver immersive experiences that compel audiences to respond, connect, and seek further participation. This results in stronger emotional connections, enhanced loyalty, and increased commercial performance.

These solutions are powered by Voco, 3radical's award-winning platform. 3radical Voco has a set of built-in best practice mechanics that enable business users to create interactive journeys that deliver contextually relevant, highly rewarding experiences, in the moment, via digital channels such as web, email, mobile app, social, and chat.

The results are exceptional, with leading brands like Zizzi, DBS Bank, Dell, British Land, Matalan, along with many more all benefiting from this transformational approach to audience engagement.

3radical sells its solutions globally through offices in the UK, US, Singapore and Australia.

www.3radical.com