

Shape the future



APAC Business Development Director

tocario is creative, innovative, dynamic, geeky - JUST DIFFERENT - Are you a tocarian??

tocario is dedicated to changing the way we use our digital devices for daily work. We develop the workplace of the future. We are a young and hungry team redefining enterprise technologies by closing the gaps virtual desktop technologies have had for decades. This is your chance to be part of an international technology revolution.

Position:

tocario is seeking smart, independent, high energy business development professionals who are looking to make a big impact and join our growing team. BDDs thrive on taking on challenges and will drive success through excellent execution. The right candidate will be an entrepreneurial evangelist of new technology and a new company in the region and will make a significant contribution to the company's success.

Skills and Requirements:

We are seeking an entrepreneurial candidate with a strong sales personality:

- Proven track record growing new business revenues, and managing the sales process.
- Results oriented, motivated by success.
- Strong interpersonal and communication skills.
- Ability to work independently as well as to work as part of a team.
- 5+ years proven Enterprise IT business development and sales experience.
- Experience in building companies or company branches is an advantage.
- Experience in creating a successful channel and customer eco-system across Asia & Australia. Must understand the business culture in primary APAC countries.
- Able to travel up to 50%.

Responsibilities:

- Drive revenue and client growth in your region. Build and manage a pipeline of customer and channel prospects from all available sources.
- Maintain an accurate and up to date forecast using the company CRM
- Recruit, develop, and train regional sales and business development staff as needed.
- Set and track sales goals for regional team and individual members.
- Review performance regularly and determine path to individual and team growth.
- Work closely with company leadership to develop regional business and account plans and execute company go-to-market strategy.
- Full regional Profit & Loss responsibility.

tocario offers:

- a production proven, innovative product with international partners and customers.
- a dynamic, results driven environment with unlimited learning opportunities.
- the possibility to play an active part in the company with an experienced and hungry team.
- the opportunity for personal and professional growth.
- the opportunity to build a regional branch and become regional VP.

Apply under:
www.tocario.com/careers

Application should include:

Cover letter
CV
Achievements and awards

Optional links to:

LinkedIn profile

JOB CODE:

TJC-17-007

Location: remote
Start: now

Apply under:
www.tocario.com/careers

Learn more:
www.tocario.com