



APPENDIX II

JOB TITLE : ASSISTANT MANAGER, ENTERPRISE (CHANNEL)

REPORTING TO : SENIOR MANAGER, ENTERPRISE

JOB SUMMARY

Enterprise (Channel) is to manage the overall operations of the Enterprise business. To create sales funnels and to develop go to market initiatives with the dealers/ retailers for projects and larger business opportunities.

JOB RESPONSIBILITY

1. To search and develop new channel for Enterprise business.
2. Develop and manage dealer's sales business performance.
3. Re-energize dealer's knowledge about company packages and selling skills with monthly training modules.
4. To continuously strengthen area through tactical activities such as roadshow, seminars to achieve maximum market share.
5. Collecting market intelligence on specific parameters, industry trend, competitive intelligence, and emerging new technologies on regular basis.
6. Analysing data and intelligence related to company products/services, to identify trends, areas for improvement, and opportunities for enhancing the customer experience.
7. Continuously assessing and improving internal processes and workflows to enhance the quality of services. This may involve implementing new technologies, tools, or best practices to streamline operations.
8. To review and support drafting of commercial proposals, ask the right questions and ensure all initiatives makes sense strategically and financially.

JOB REQUIREMENT

1. Strong understanding of the telecommunications market, industry trends, and emerging technologies.
2. Self-starter, team oriented, collaborative, diplomatic, and flexible, with excellent presentation skills, including strong oral and writing capabilities.
3. Proficient in synthesising concepts and analysis into recommendations for top management decision making.
4. Strong analytical and problem-solving skills, critical thinking, attention to detail, solid financial acumen, and ability to structure the narrative/key arguments.
5. Positive attitude.
6. Loyal and leadership by example.

QUALIFICATION

1. Candidate must possess Diploma/ Bachelor's Degree in Customer Service, Communications, Business Administration, Marketing and Management.
2. At least 5 years of working experience in related field.

XOX MANAGEMENT SERVICES SDN. BHD.

Registration No. 200901006817 (849780-K)

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3. Candidate need to have an acute sense of business savvy and able to grow and develop strong channels.

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