

# ASEAN HEAD OF SALES

→ Sell an industry-leading, transformational *journey* to corporations across ASEAN

Leadapreneur has created an epic journey that accelerates people & cultures into industry 4.0 by upgrading managers into leadapreneurs. We are working with some of the top companies in the region including but not limited to Citi, SGX, UOB, DRB-Hicom and more. Now, we want to hire you to sell these transformative programmes to corporations across ASEAN and inspire many more to become leadapreneurs.

## Your Challenge

Your goal is simple, sell the [Leadapreneur Journey](#), which ranges from 1-hr speeches and online courses to 12-week Accelerator and the 1-year Academy to every major company in every major ASEAN city.

This goal will be broken down into key revenue milestones for 2018, 2019 and 2020.

To do this, you are expected to:

- 1) Build an ASEAN focused corporate sales strategy focusing on Kuala Lumpur to start with, and then cities clustered around KL.
- 2) Travel extensively across the region to secure deals in cities including but not limited to:
  1. Singapore
  2. Jakarta
  3. Bangkok
  4. Ho Chi Minh
  5. Hanoi
  6. Phnom Penh
  7. Penang
  8. Yangon
  9. Brunei



- 3) Adapt the strategy as necessary to make sure your targets are achieved, we expect you to be highly-focused, determined and motivated to achieve your sales goals.

## Your opportunity

- ✓ PURPOSEFUL WORK Sell industry-leading programmes to the region and empower a million people to become leadpreneurs!
- ✓ PROFITABLE WORK we believe in building a better world and getting paid; we offer an industry leading salary plus 5% commission of all sales attributable to your work plus a healthy end-of-year bonus if your efforts are successful.
- ✓ PROGRESS YOUR CAREER work with our driven, highly ambitious team to bring Leadpreneur to ASEAN professionals.
- ✓ #LEADAPRENEURLIFESTYLE Deliver impressive results but do it in a way that works for you; work as you want when you want and where you want (aiming for 45 hrs a week). We treasure good health and want you to be at your best with us. Work hard. Play hard. Sleep. Repeat.

## Things You Need To Get The Job

- Proven ability to sell services to corporations
- Extensive network of company contacts to sell into (e.g. Heads of HR)
- Excellent sales skills & relationship management skills
- Desire to travel across ASEAN
- “Hustler spirit”, someone who will chase deal until it gets closed

## How To Apply

**Send a 4-minute video to [Jess@Leadpreneur.com](mailto:Jess@Leadpreneur.com) describing:**

1. *Past sales results* you have personally achieved; please provide as much detail as possible e.g. % growth, net revenue earned, sign ups and so on.
2. *Your current capability*; give us your best example of how you care, create, lead and deliver with relentless resilience.
3. *Your future*; explain why you want to join us and what you want to achieve.
4. *Who you have worked with so far*; please provide endorsements.

# ABOUT LEADAPRENEUR

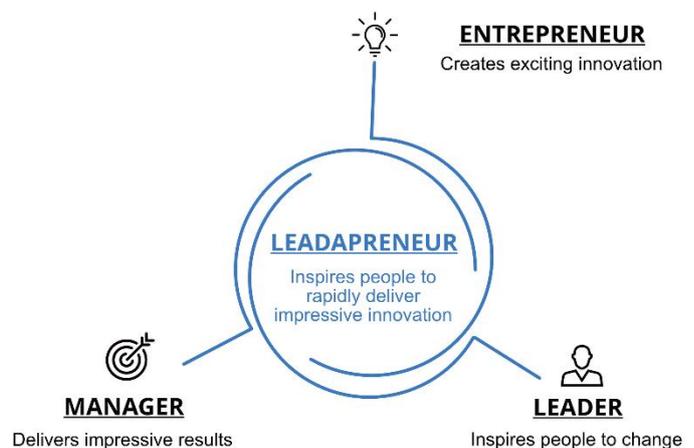
Leadapreneur is a rapidly-growing boutique platform. We are based in Kuala Lumpur and serve clients in Malaysia and across ASEAN. We are looking for ambitious, passionate and driven people who want to make an impact in the world and achieve remarkable success. Our team is very diverse and we welcome people from all backgrounds to join us and build an extraordinary community of leadapreneurs.



## Why We Exist

*Our purpose is to enable 1,000,000 people to overcome their fears of change by rapidly upgrading into leadapreneurs and empower them to go forth and build their better worlds.*

Leadapreneurs inspire people to rapidly create impressive innovation e.g. create growth, cut costs, open new opportunities... We believe that by enabling someone to become a leadapreneur, they gain the capabilities they need to grow the business and build a better world.



## What We Do

*We work with our corporate partners to transform their managers into leadapreneurs swiftly, sustainably and at massive scales.*

The *Leadapreneur Journey* awakens, engages and transforms managers into leadapreneurs who can thrive in industry 4.0.

## How We Do Things (Our Values)

*Working at Leadapreneur is fast, free, focused and fun. We expect our people to move fast, use their freedom and creativity to get the job done, deliver great results and use Leadapreneur to live the life they want to lead. Working with us is not for everyone, but for the right people it is AWESOME. This is what you can expect if you join Leadapreneur:*

1. You care about transforming people; we're on a mission to enable people to thrive amidst the most disruptive event in Human history, the 4<sup>th</sup> industrial revolution and we want ambitious people to think big about how we can do this.

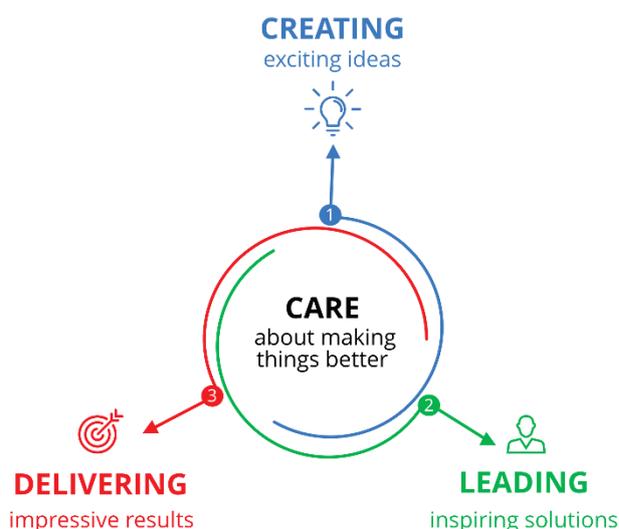
2. You can use your freedom to create exciting ideas; work from home, set your own hours, and use your creativity and initiative to seize opportunities and solve problems.

3. You're willing to lead the change you want to see and will work to inspire us and our stakeholders to become greater.

4. You're willing to do what it takes to deliver impressive results; we hold ourselves to high-standards and do whatever it takes to deliver great results to our clients and we will expect the same from you.

5. You are relentlessly resilient; we know success is hard-earned and that's why our people are resilient in the face of adversity and relentless in their pursuit of something greater than themselves.

We believe that working at Leadapreneur should enable you to live the lifestyle you want to lead. Join us to make amazing impact, get paid and enjoy huge opportunity and learning that will accelerate your life!



*Figure 1 We want you to grow the business by caring, creating, leading and delivering with relentless resilience*