

SALES REPRESENTATIVE (Bkk)

Who we are:

We are a Singapore based company and we are searching our Sales Representative to sell our on line software solutions. Our Solutions are dedicated to enterprises and sales are B to B. The job is based in our Bangkok office and the candidate will be responsible for achieving sales revenue in the Bangkok area.

Requirements:

- Male,
- Age not over 35,
- University or Bachelor's degree preferred in any related fields,
- 1-3 years experience of selling at end user account and/or partner level,
- Good in both spoken and written English (French speaking is a plus),
- Good mastering of Microsoft Office software (Outlook, Word, Excel, PowerPoint),
- *Preferably* good working knowledge of Internet Services, e.g. Web Services, Media Servers, Browser and Media Player operations, FTP,
- Must have his own laptop,
- No car is required.

Knowledge and Skills Required:

The successful candidate should be reactive and pro-active, customer focused as well as enthusiastic, hardworking, highly motivated, and performance driven. He should be able to work by himself following the guideline prepared by the company.

- Good overall personal presentation,
- Possess strong interpersonal, communication, and negotiation skill,
- Experience in doing telephone search and contact with new prospects,
- Able to work by himself and have initiative to hunt for new customers and to cultivate new business,
- Develop positive relationships with existing and new customers and solving customer problems,
- Understanding of competing vendors, and channels, including competitive positioning,
- Able to understand key business rules, partner segmentation, key programs & initiatives,
- Understanding of our offerings and ability to explain benefits to customers and partners,
- Able to communicate the strengths of our offerings, and overcome objections,
- Effectively sells our offerings by building strategic relationships with partner contacts and promoting our programs and offerings,
- Have team spirit to ensure coordinated, efficient account management,
- Ability to coordinate multiple tasks and prioritize well,
- Provide customer service, product training and technical support.
- Provide information on competitive activity, changes in market, customer demands, distribution and pricing information.
- It will be a plus if you are able to organize seminars and conference when needed.

Salary is a mix of fixed income + commissions and depends on the candidate experience and skills.

To join our company team and enjoy the benefits of working for an innovative global organization, submit your application by sending your detailed resume with picture to info@idealconsultancy.com - Indicate the sought annual income.