

**MACROKIOSK** is looking for

## **Consultant, Corporate Solutions (Malaysia)**

Your roles and responsibilities:

- Develop sales pitch strategies to secure enterprise opportunities.
- Manage the division's corporate accounts and maintain a high level of sales achievement.
- Target new sales, create new accounts and exploit new business opportunities.
- Manage and drive sales of enterprise solutions to achieve business plan targets.
- Manage acquired key accounts by upselling and cross-selling solutions to increase revenues.
- Understand customer's multiple complex requirements and able to formulate and translate the required application platforms into proposed solutions and presentations.
- Prepare all client presentations and proposals for business development projects or tenders.

What we need from you:

- At least 3 years of sales and marketing experience.
- Those who possess solutions selling experience, preferably in telecommunications/mobile messaging industry, will be an added advantage.
- Good verbal and written English communication skills.
- Strong passion in selling with dynamic presentation skills.
- Personality traits – pleasant, self-motivated, enthusiastic, meticulous, result-oriented, responsible, independent, trustworthy, ethical and a team player.
- Proficient in MS Office applications.
- Possess a Degree in Business Studies/Marketing or its equivalent.

Only shortlisted candidates  
will be notified



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