

MACROKIOSK

Consultant, Corporate Solutions (Taiwan)

Job Responsibilities:

- Develop sales pitch strategies to secure enterprise opportunities.
- Manage the division's corporate accounts, and maintaining 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 business development projects or tenders.

Requirements:

- Possess a Degree in Business Studies/Marketing or its equivalent.
- At least 2 years sales and marketing experience.
- Good verbal and written English communication skills.
- Knowledge of other languages would be an advantage.
- Proficient in MS Office applications.
- Strong passion in selling with dynamic presentation skills.
- Personality traits - pleasant personality, good attitude, self-motivated, enthusiastic, meticulous, result-oriented, responsible, independent, trustworthy, ethical and team player.
- Those who possess solutions selling experience, preferably in telecommunications/mobile messaging industry will be an added advantage.

**** Only shortlisted candidates will be notified.**