



## **WE ARE HIRING!**

### **SALES EXECUTIVE**

#### **QUALIFICATIONS:**

- College Graduate/ Bachelor's Degree in Business Administration, Marketing or similar
- At least 1-year previous sales experience is required
- With good negotiation skills
- Familiarity with IT/Software/ERP Systems (INFOR LN, CSI, Supply Chain) is an advantage
- Confident, enthusiastic, self-motivated, possess positive and outgoing personality
- Excellent communication and interpersonal skills
- Computer literate
- Can work under pressure and independently with a team under minimal supervision
- Willing to be assigned in Parañaque City

#### **RESPONSIBILITIES:**

- Conduct market research to identify selling possibilities and evaluate customer needs
- Sells products by establishing contact and developing relationships with prospects; recommending solutions
- Negotiate/close deals and handle complaints or objections
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Maintains quality service by establishing and enforcing organization standards
- Ensure the availability of sales/marketing stuff for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share it with internal teams
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.