

JUNIOR ACCOUNT EXECUTIVE

RESPONSIBILITIES:

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking & social media.
- Set up meetings with potential clients and listen to their comments and concerns.
- Prepare and deliver appropriate presentations on products/ services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with different departments within Pulse Active to achieve better results.

REQUIREMENTS:

- A minimum 2 years' experience in similar role.
- Sponsorship sales preferred, but not mandatory.
- Proven experience as a sales executive or relevant role.
- Proficiency in English is an advantage.
- Excellent knowledge of MS Office.
- Thorough understanding of marketing and negotiating techniques.
- Fast learner and passion for sales.
- Self-motivated with a results-driven approach.
- Aptitude in delivering attractive presentations

BENEFITS:

- A competitive remuneration package based on your experience and knowledge.
- A supportive team environment.
- Opportunity for career development.
- Other Benefits such as 13 month's salary, 14 days of annual leave, Xmas day off, yearly salary review, participating in company's activities.
- Salary: Negotiable