

SALES EXECUTIVE IN BANGKOK, THAILAND

Vacancy at SafeComs Network Security Consulting

We are looking for a results-driven Sales Executive to pioneer a new IT-support model within an existing IT-agency.

A cross-functional role which places heavy emphasis on hands-on lead-generation and client conversion. Once you have driven sales in Bangkok and increased revenue for the department, you will be responsible for expanding and training your team. Success there will mean expansion to Myanmar and Cambodia.

Responsibilities

- Work together with the CEO to create and execute the lead generation & conversion strategy (90%) and marketing strategy (10%)
- Hands-on sales as per the strategy with a focus on results
- Networking events with business leaders and involvement in the Chambers of Commerce events
- Manage sales interns, ensuring they perform according to the highest standards
- Create feedback loops with existing clients and assist the Director of IT to improve the service
- Create or manage outsourcing of creation of marketing and sales materials

Attitude

- Constant self-education to improve sales and marketing ability
- Great listener, desire to solve client issues
- Go-getter who loves pushing sales and is willing to do the work
- Self-motivated *and* being able to function in team
- Motivated and energized by a heavy commission-based compensation structure

Qualifications

- Bachelor degree
- Thai national
- Minimum 2 years of sales experience
- Proven track record of boosting company revenue and converting leads
- Fluent in business English
- Proven affinity for IT and technology

Contact us at jobs@safecom.com

