

JOB DESCRIPTION of Sales Representative

Title : Sales Representative (Penetration)

Department : Sales

Job Description:

We are looking for a motivated and results-driven Sales Representative to join our team. The Sales Representative will play a key role in driving sales by effectively promoting and selling our products/services to new and existing customers, building strong customer relationships, and contributing to the overall success of the sales team.

Key Responsibilities:

1. **Sales Target Achievement:** Meet or exceed sales targets by effectively selling products or services to new and existing customers.
2. **Customer Relationship Building:** Develop and maintain strong relationships with customers to understand their needs, provide solutions, and ensure customer satisfaction.
3. **Prospecting and Lead Generation:** Identify and qualify potential leads, follow up on inquiries, and convert leads into sales opportunities.
4. **Sales Strategy Implementation:** Execute sales strategies and tactics to drive business growth and increase market share.
5. **Market and Competitor Analysis:** Stay informed about market trends, competitor activities, and industry developments to adjust sales approaches accordingly.
6. **Other tasks as assigned.**

Skills and Qualifications:

1. **Communication Skills:** Excellent verbal and written communication skills to effectively convey product benefits and build rapport with customers.
2. **Sales Acumen:** Strong sales skills including negotiation, persuasion, and closing techniques to drive sales and achieve targets.
3. **Customer Service Orientation:** A customer-centric approach with the ability to understand and address customer needs and concerns.
4. **Time Management:** Effective time management skills to prioritize activities, manage a sales pipeline, and meet deadlines.
5. **Resilience and Persistence:** Ability to handle rejection, overcome objections, and persist in pursuing sales opportunities.

6. **Adaptability:** Flexibility to adjust to changing market conditions, customer requirements, and internal processes.
7. **Technical Proficiency:** Basic knowledge of sales software, CRM systems, and other tools to track sales activities, manage leads, and generate reports.

Benefits:

- Insurance with full Salary
- Accident insurance & Healthcare
- Training scheme
- Incentive/ Bonus
- Salary review
- Annual leave and 5 days work a week
- Business trip allowance
- Working with young motivate team

How to apply?

Interested candidates should submit their resume letter highlighting your relevant experience and achievements in Sales Representative to email: nhi.ngohoangyen@helukabel.com.vn

HELUKABEL® Vietnam

905, Nguyen Kiem Street, Ward 3, Go Vap District, Ho Chi Minh City 700000, Vietnam

Tel. +84 28 77755578 | info@helukabel.com.vn | www.helukabel.com.vn