

Sales Executive

Responsibilities

- Manage assigned Channel Partners & develop new partners
- Assist & maintain good relationship with Channel Partners.
- Execute Channel Sales programs & activities to ensure sales target is met.
- Handling product demonstrations & channel training
- To monitor the distribution of the Point-Of-Sale Material (POSM) to the Channel Partners.
- To organize road show & other on-ground sales promotion.
- Prepare relevant reports, i.e. Sales Tracking and Performance Report to immediate superior as and when required.
- To compile feedback, complaints and information from the Channel Partners so that any necessary action can be taken.

Requirements:

- Minimum diploma holder.
- At least 2 year(s) of working experience in channel sales.
- Strong negotiation and interpersonal skills is a must.
- Mature, independent and result-oriented.
- Must possess own transport.