

## **SALES EXECUTIVE**

**If you are an ambitious sales professional, have a passion for technology and believe strongly in fair trade principles, we need you!**

We are an innovative, web development agency based in Cambodia, providing high quality services to international customers. Founded on Open Source and ethical values, we partner with clients to build quality digital experiences while building further capacity and opportunities for young Cambodians. We have ambitious plans and need someone who shares our passion and is great at delivering the following:

- Identify, develop, and close new business by fostering close relationships with new and existing clients, primarily in Europe, and to exceed sales target while meeting the strategic objectives and growth of Web Essentials
- Effectively communicate information regarding company products and services in order to inspire new and existing clients to partner with us and clearly understand the client's business needs
- Research and pioneer new markets for our products and services in strategic industries within Europe
- Prepare and present sales proposals, negotiate contracts and close business in order to secure long term clients who share our passion for technology, capacity building and innovation
- Plan and deliver aligned marketing activities and client events that build awareness amongst potential clients, nurture existing relationships and leverage our successes to build our brand and reputation in the global market
- Complete all administrative activity such as reporting and data collection accurately and in a timely manner to ensure client information, correspondence and invoicing reflects a professional standard
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We expect that you'll already have these:

- Sales account management experience in a technology company with a demonstrated track record of exceptional sales volume and customer satisfaction
- Demonstrated ability calling on and closing sales with decision makers within the organization in the technology industry
- Demonstrated knowledge of internet technologies and web development
- Experience in a complex sales environment, managing customers internationally
- Proven ability to successfully manage multiple projects and deadlines
- A self starter who is proactive, creative, hardworking, collaborative and has integrity and accountability
- Commitment to our social purpose
- Ability to read and write in English and German

### **What we offer**

- Cutting edge enterprise projects
- Professional and international working environment

- Competitive remuneration
- Innovation and Training Days
- A unique opportunity to increase business skills, enhance your career path and grow as a person

## **How to apply**

Please send your CV and cover letter to [jobs@web-essentials.asia](mailto:jobs@web-essentials.asia). Only shortlisted candidates will be invited for an interview. For more information please check [www.web-essentials.asia](http://www.web-essentials.asia) or call 023 99 66 04.

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