

Sales Executive (60-80%)

Purpose:

Fair Trade Software - Your Opportunity to Make a Difference

Web Essentials is an innovative digital business with headquarters in Basel, Switzerland and a Phnom Penh, Cambodia. Our high quality services are appreciated by customers around the globe. On the basis of OpenSource and ethical principles we do not only develop fantastic web applications, we also invest ourselves into the competencies and opportunities of young Cambodians as social business.

Do you have a passion for technology and innovation, are self-motivated and an ambitious sales person? We are looking for an experienced Sales Executive (60-80%) for our team in Switzerland.

Job Summary

To achieve the company's targets through generating new business and maintaining existing customers in strategic markets that align with the Web Essentials Sales strategy.

Key Responsibilities of the role:

- Develop and maintain relationships with current and prospective clients in the target market
- Prepare and present sales proposals, negotiate contracts and close business
- Customer-oriented accompaniment of projects in close cooperation with project management
- Collaboration on products, concepts and strategies
- Ensure appropriate documentation of activities, provide analysis of trends and make recommendations
- Collaborate with other members in the sales team, contribute to marketing campaigns

Experience, qualifications, and skills:

- Experience in a sales function in the service sector, ideally in software sales
- Motivated to reach sales goals independently in the Swiss market
- Willingness to work in an international team and support our social mission
- Solution-oriented, self-confident and competent appearance, winning personality
- Experience in communicating with senior management, proficiency in English and German

What to do next:

Reach out to us at www.careers.web-essentials.asia with an application that demonstrates how you meet our criteria and about your motivation for joining us as we grow and continue to develop capacity within Cambodia. Only shortlisted candidates will be invited for an interview.

Application deadline **30 September 2017**