



Gift Network Job Mapping Job Description

COMPANY :	GIFT NETWORK
DEPARTMENT :	SALES – GIFT TEAM
POSITION :	ONLINE SENIOR TELESALERS

AIM OF THE JOB - *State concisely the aim of the job*

To develop and maximize Business Volume Issued (BVI), revenues and great Client experience through its e-commerce channel and ensure that its online technical and Client, Consumer programmers incorporate the latest industry developments.

AREAS OF RESPONSIBILITY

Headings

Ranking

Definition (*in order to, what results*)

1. Delivering assigned BV, clients' fees target for Online channel
2. Sales promoted activities through online and offline
3. Ensure that the appearance and functionality of SME Portal highest standard and great experience
4. Keeping track & share marketplace developments to identify threats and opportunities for the organization and recommends new development directions.
5. Oversee the fulfilment of goods and services ordered via the SME Portal channel and ensure high level of Client satisfaction and business efficiency.
6. Build a strong and effective team and Lead the Online SME Sales Channel success

Gift Network Company

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PROFILE – Describe the typical profile (education, diplomas, years of studies, necessary experience / domains of expertise) *required to hold this position*

Education	<ul style="list-style-type: none"> ▫ At least Bachelor degree
Work Experience	<ul style="list-style-type: none"> ▫ Minimum 3-5 years B2B sales experience, prefer service field ▫ Work experience with a multi-national / foreign invested Company ▫ Strong business skills evidenced by a business qualification or track record of managing similar businesses. ▫ Ability to develop strategy and manage its implementation
Specific Knowledge	<ul style="list-style-type: none"> ▫ Ability to directly lead and develop a new business unit and manage growth ▫ Fluent in English. ▫ Good interpersonal and communication skills. ▫ Knowledge in Sales & Marketing ▫ Technical understanding of information and web based systems evidenced through qualifications or previous management experience. ▫ Strong analytical skills ▫ Sound, up-to-date working knowledge of relevant legislation and best practice affecting the e-Commerce function. ▫ Strong organizational, multi-tasking and time-management skills.
Behavior	<ul style="list-style-type: none"> ▫ Be positive and enthusiastic attitude and always looking out for opportunities and challenges, has the drive and passion to want to succeed. ▫ Fully in line with ethical principles and with high integrity ▫ A team player ▫ Understand and delight customers ▫ Hard-working, dynamic and high sense of responsibilities.
Business Understanding	<ul style="list-style-type: none"> ▫ Ability to understand company business trend and portfolio sales issues to translate them into sales improvement actions. ▫ Ability to forecast of business/trend and market needs ▫ Business acumen.