



Gift Network Job Mapping Job Description

COMPANY :	GIFT NETWORK
DEPARTMENT :	SALES – GIFT TEAM
POSITION :	SALES EXECUTIVE

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

This position has responsibility for achieving BV and clients' fees target, contributing ideas for business growth objectives.

AREAS OF RESPONSIBILITY

1. Delivering assigned BV, clients' fees target
2. Sales activities (meeting is major & calling customers)
3. Negotiation and closing Sales contracts.
4. Creating and implement the Account and Opportunity Plans in CRM system.
5. Keeping track & share marketplace developments to identify threats and opportunities for the organization and recommends new development directions.
6. Close collaboration with cross functional teams to support clients/consumers fully & on time.
7. Close collaboration with F&A team to manage AR on time.

Gift Network Company

Rep. Office: Floor 17, Harbour View Tower, 35 Nguyen Hue, Ben Nghe Ward, District 1, HCMC

T: (84) 28 7305 2288 – F: (84) 28 7305 3388 – W: www.giftnetwork.vn

Gift Network Job Mapping Job Description

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 ▫ Has a proven track record of field sales success
Specific Knowledge	<ul style="list-style-type: none"> ▫ Fluent in English. ▫ Good interpersonal and communication skills. ▫ Knowledge in Sales & Marketing ▫ 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.