



Gift Network Job Mapping Job Description

COMPANY :	GIFT NETWORK COMPANY
DEPARTMENT :	SALES – MEAL TEAM
POSITION :	MAJOR ACCOUNT MANAGER

AREAS OF RESPONSIBILITY

1. Be in charge of key accounts
2. Maintain good relationship with existing clients for up-selling & cross-selling.
3. Generate new clients for expanding business.
4. Promote & build awareness of Company's services to existing & prospective clients.
5. Proactively collect market and competitors' information to maximize business opportunities.
6. Proactively work closely cross functional team to create solutions that meet and win client requirements.
7. Be responsible for individual sales target.

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

- Passionate with Sales, excellent CAN-DO attitude, commitments, and persistency.
- University graduated with at least 3 years of working experience in sales B2B..
- A professional, independent, confident, excellent team-work and knowledge-sharing spirit.
- Interpersonal relationship.
- Be results driven and focused on delivery of profitable revenue for the business.
- Initiative – Brainstorm new ideas & take action.
- Customer service oriented.
- Have fluent English & office computer skill.

Gift Network Company

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