JOB DESCRIPTION

TITLE : SENIOR SALES EXECUTIVE

LEVEL : RANK AND FILE

DEPARTMENT : SALES

IMMEDIATE HEAD : SALES MANAGER

DIVISION HEAD : SALES DIRECTOR

JOB SUMMARY:

To generate sales.

JOB RESPONSIBILITIES:

* Independent generate leads and prospects.
* Responsible for meeting the Sr. Sales Executives of 3 units sale per month sale achievement target.
* Prepare daily activity reports, DMS inputs and any other paperwork requirements.
* Product ambassador of the brand
* Assists Team Leader in mentoring Sales Executives and closing deals.
* Accept other related jobs assigned by management from time to time and can work longer hours.

JOB SPECIFICATION:

1. College Graduate with sales experience.

2. At least 3 years experience in the motoring business/sales of high end premium brand vehicles or other related high end lifestyle brands and real estate products.

3. Must have a good network of high end clients for premium products and lifestyle brands.

4. Must have good marketing and selling skills.

5. Must have marketing and sales experience in the development of corporate key accounts.

6. Must have sales planning skills regarding development of prospects and clients

7. Must have good verbal and written communication skills.

8. Must be able to work on his own, is a self starter with sales initiative.