

Job Detail

Global Company

Entries Level

Position Title	Digital Marketing and B2B Sales - Kuala Lumpur (MY)
Recruiter Company	Career International FOS Sdn Bhd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Administrative - Sales Assistant/Clerical/Receptionist Finance/Bank/Securities/Investment - Client Service Customer Service - Telemarketing/Telesales
Industry	IT - Other
Location	Asia Malaysia Kuala Lumpur
Job Description	<p>POSITION SUMMARY:</p> <p>B2B SALES & DIGITAL MARKETING are marketing experts who are great at Solution selling and product recommendations. You will first understand the Advertisers' goal, and identify Advertisers' business objective to offer them products/solutions that help them achieve their goals. You have a great personality and are skilled in Outbound Sales & eloquent in English/Native Language to establish consultative relationship with Advertisers, so that they are receptive to your recommendations.</p> <p>DUTIES AND RESPONSIBILITIES:</p> <ul style="list-style-type: none"> - Contacting new and existing customers via telephone and email on a daily basis, identifying sales opportunities and providing these businesses with the best solution for their business goal - Manage a portfolio of SMB clients with responsibility for growing revenue - Acquiring new advertisers within the small and medium business (SMB) space - Provide pre and post-sales support for all products - Provide product and tool support to improve clients' experience and drive higher product adoption and spend - Become an expert on all Facebook advertising solutions (including Instagram) - Ability to identify trends and solve problems facing multiple SMB clients - Providing vital product insights and feedback from our customers to engineering - Champion and produce success stories for customers who have had success in growing their business by using our products have used our products to grow their business - Use a variety of tools including MS Excel, Salesforce and others to research, communicate and sell to the customer - Ability to speak, read and write fluent English/Japanese
Company Info	(Kuala Lumpur, Malaysia)
Working Hours	9 am- 6pm (Country Support Business Hours)/ Mon - Fri
Qualifications	Bachelor Degree
English Level	Daily Conversation Level (TOEIC 475-730)
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	MYR - Malaysian Ringgit MYR 118K - MYR 138K
Salary Description	Social Insurance Commuting/ Transportation Allowance Relaxation Facilities Education/ Training