

Job Detail

Executive Level

Position Title	Sales and Digital Marketing
Recruiter Company	Career International FOS Sdn Bhd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-06
Job Type	Planning/Marketing/PR - Digital/Web/SNS Marketing Sales/AE - Advertising/Media Sales Sales/AE - Customer Success/Client Success
Industry	IT - Other
Location	Asia Malaysia Kuala Lumpur
Job Description	<p>B2B Sales: 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 client advertising solutions • 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 • Ability to speak, read and write fluent English/Native <p>Digital marketing: Digital Marketing also called online marketing is the promotion of brands to connect with potential customers using the internet and other forms of digital communication. Digital marketing has three main components: Lead Generation, Lead Capturing, and Lead Nurturing.</p> <p>Examples of digital marketing include:</p> <ul style="list-style-type: none"> • Social Media Marketing (SMM) • Search Engine Optimisation (SEO) • Search Engine Marketing (SEM) • Email Marketing • Marketing Automation • Digital Advertising • Content Marketing
Company Info	BPO Company is a leading global provider of customer experience (CX) solutions and technology, improving business performance for some of the world's best brands including over 100 Fortune Global 500 clients and over 125 new economy clients.
Working Hours	Working time: 9am - 6pm (Country Support Business Hours) Working days: Monday - Friday Off day: Saturday - Sunday
Qualifications	<ul style="list-style-type: none"> - Education level open for Diploma and above - Min 6 months working experience in Digital Marketing and also B2B Sales
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	MYR - Malaysian Ringgit MYR 118K - MYR 138K

Salary Description	<ul style="list-style-type: none"> - Training for new staff - Employment pass provided - sales commission - housing allowance - others
Holiday Description	Five-Day Workweek
Nearest Station	<ul style="list-style-type: none"> - Near with public transport such as MRT, LRT, KTM, Monorail, Bus and etc. - Easy to find food - Near with shopping complex