

Job Detail

Staff Level

Position Title	Digital Marketing + Sales
Recruiter Company	Career International FOS Sdn Bhd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Consulting - Marketing and PR Consulting Sales/AE - Advertising/Media Sales Sales/AE - Other
Industry	Outsourcing
Location	Asia Malaysia Kuala Lumpur
Job Description	<p>POSITION SUMMARY:</p> <p>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.</p> <p>DUTIES AND RESPONSIBILITIES:</p> <p>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</p> <p>Manage a portfolio of SMB clients with responsibility for growing revenue</p> <p>Acquiring new advertisers within the small and medium business (SMB) space</p> <p>Provide pre and post-sales support for all products</p> <p>Provide product and tool support to improve clients' experience and drive higher product adoption and spend</p> <p>Become an expert on all social media advertising solutions (including Instagram)</p> <p>Ability to identify trends and solve problems facing multiple SMB clients</p> <p>Providing vital product insights and feedback from our customers to engineering</p> <p>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</p> <p>Use a variety of tools including MS Excel, Salesforce and others to research, communicate and sell to the customer</p> <p>Ability to speak, read and write fluent English & Japanese</p> <p>Requirements</p> <ul style="list-style-type: none">- Must have sales experience- Digital marketing experience is preferred but not a must- Fluent in English and Native Japanese
Company Info	BPO Industry
Working Hours	Monday to Friday - 9 am to 6 pm
Qualifications	Bachelors in any field
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	MYR - Malaysian Ringgit MYR 98K - MYR 118K (Month salary : MYR - Malaysian Ringgit MYR 8167 - MYR 9833)
Salary Description	Housing allowance Commission Health insurance
Holiday Description	Five-Day Workweek

Job Contract Period	Fulltime
Nearest Station	Public transportations - train, taxi service, bus service Center location - malls, cinema and more

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