

## Job Detail

Entries Level

Position Title	Sales & Digital Marketing (Japanese Speaker)
Recruiter Company	Career International FOS Sdn Bhd
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	Sales/AE - Advertising/Media Sales Planning/Marketing/PR - Digital/Web/SNS Marketing Sales/AE - Service Industry Sales
Industry	Telecommunications/Information Services
Location	Asia Malaysia Kuala Lumpur
Job Description	<p>B2B Sales: You have a great personality and are skilled in Outbound Sales &amp; eloquent in English/Native Language to establish consultative relationship with Advertisers, so that they are receptive to your recommendations.</p> <p><b>DUTIES AND RESPONSIBILITIES:</b></p> <ul style="list-style-type: none"> <li>• 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</li> <li>• Manage a portfolio of SMB clients with responsibility for growing revenue</li> <li>• Acquiring new advertisers within the small and medium business (SMB) space</li> <li>• Provide pre and post-sales support for all products</li> <li>• Provide product and tool support to improve clients' experience and drive higher product adoption and spend</li> <li>• Become an expert on all client advertising solutions</li> <li>• Ability to identify trends and solve problems facing multiple SMB clients</li> <li>• Providing vital product insights and feedback from our customers to engineering</li> <li>• 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</li> <li>• Ability to speak, read and write fluent English/Native</li> </ul> <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"> <li>• Social Media Marketing (SMM)</li> <li>• Search Engine Optimisation (SEO)</li> <li>• Search Engine Marketing (SEM)</li> <li>• Email Marketing</li> <li>• Marketing Automation</li> <li>• Digital Advertising</li> <li>• Content Marketing</li> </ul>
Company Info	B.PO Company. This 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	Normal working hour 9am - 6pm (1 hour lunch break)
Qualifications	<p>Education level:</p> <ul style="list-style-type: none"> <li>• Diploma holder and above</li> </ul> <p>Experience:</p> <ul style="list-style-type: none"> <li>• Min 6 months in Digital Marketing and B2B Sales or any Sales industry</li> </ul>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level

Salary	MYR - Malaysian Ringgit MYR 98K - MYR 158K
Salary Description	<ul style="list-style-type: none"> <li>- Employment Pass provided (Visa)</li> <li>- Medical benefit</li> <li>- Annual leave</li> <li>- Training provided</li> <li>- Housing Allowance</li> <li>- Sales Commission</li> <li>- Allowance</li> <li>- others</li> </ul>
Holiday Description	<ul style="list-style-type: none"> <li>• Five-Day Workweek</li> <li>• Monday - Friday (workdays)</li> <li>• Saturday - Sunday (Rest Day/Off day)</li> </ul>
Nearest Station	<ul style="list-style-type: none"> <li>- Near with public transport (i.e. MRT, LRT, KTM, Monorail, Bus)</li> <li>- Easy to find food</li> <li>- Near with shopping complex</li> </ul>