

## Sales and Marketing Executive

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Company: Snavhunt

Location: Vietnam

Category: other-general

### The Offer

Fantastic work culture

Attractive Salary & Benefits

Opportunity to make a positive impact

### The Job

Your responsibilities will include:

- 1 . Sales Strategy Execution: Implement and refine sales strategies to effectively promote and sell smart workspace and data center solutions to the SME market, ensuring alignment with the company's growth objectives.
- 2 . Lead Generation and Cold Calling: Actively generate new sales leads through market research, networking, and cold calling. Initiate first contact with potential clients, introducing our solutions and setting the stage for further engagement.
- 3 . Marketing Campaigns: Collaborate with the marketing team to design and execute impactful marketing campaigns that resonate with the target SME audience, driving awareness and lead generation for our solutions.
- 4 . Product Demonstrations and Presentations: Conduct dynamic and informative product demonstrations and presentations, clearly articulating the value proposition and

benefits of our smart workspace and data center solutions.

- 5 . Client Relationship Management: Build and nurture strong, enduring relationships with SME clients, ensuring high levels of satisfaction and fostering opportunities for upselling and cross-selling.
- 6 . Market Intelligence: Maintain a deep understanding of the SME market's needs, trends, and competitor activities within the smart workspace and data center domains, leveraging this insight to inform sales and marketing strategies.
- 7 . Content Development: Work closely with the marketing team to develop compelling sales and marketing content, including case studies, product sheets, and whitepapers that effectively communicate the value of our solutions.
- 8 . Sales Targets and Reporting: Meet and exceed sales targets, and provide comprehensive reports on sales activities, pipeline, and performance metrics, maintaining transparency and accountability.
- 9 . Feedback and Improvement: Serve as a liaison between the market and our product teams, channeling customer feedback and market insights to inform product development and marketing strategies.

## **The Profile**

**Education:** A bachelor's degree in Business Administration, IT, or a related field.

**Experience:** Proven track record in inside sales, specifically in selling IT solutions or services, with a strong preference for experience in smart workspace and data center solutions.

**Industry Knowledge:** Deep understanding of smart workspace technologies (like IoT, AI-driven automation) and data center solutions (including cloud services, data storage and security).

**Communication Skills:** Exceptional communication and presentation skills, with the ability to articulate complex solutions clearly and persuasively.

**Analytical and Strategic Thinking:** Ability to analyze market trends, understand business

needs, and develop strategic sales approaches tailored to the enterprise sector.

Technical Proficiency: Comfortable with CRM systems, data analysis tools, and productivity software.

Results-Driven: A strong focus on meeting and exceeding sales targets while contributing to the overall growth of the business.

Team Collaboration: Excellent team player, with the ability to work effectively across different functional teams and contribute to a positive and dynamic sales culture.

### The Employer

Our client is Singapore-based company, value added solution partner provides edge technology in AI and IoT world. As a regional distributor, we target to be a leading new technology solution and product supplier in the region.

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