

External Memo

22nd – Dec - 2022

Corporate Sales Executive

Responsible for generating the company's revenue through partnerships and growing existing business and maintaining a long-term relationship with such accounts while maximising sales opportunities within them.

Responsibilities

- Seal partnerships always aligned with the company goals
- As owner of TCL's revenue, you'll make sure that all deals follow the required profitability criteria
- Keep your pipeline updated on a daily basis
- Actively collaborate with your colleagues and learn from each other in a supportive environment that allows you to grow, develop and make a difference
- You don't give up, you have to hunt like a hungry wolf
- Impossible is not Toms Cyber Lab, you make everything happen
- Overachieving targets is a must
- You are a methodological fast learner who is familiar with CRM tools (Salesforce, Dynamics, etc)
- Experience in start-up environment is a plus
- An empathetic, inclusive and curious attitude
- At least two (2) years' experience in sales or account management.
- Active learner, self-motivated, enthusiastic, and passionate about sales.

Qualifications

Bachelors in business administration. Any qualification in information technology is a plus
Excellent verbal, interpersonal skills, socially perceptive with good diplomacy in engaging other people.

We are always looking for the best candidates, so if you think you would be a good fit even if you don't meet 100% of the requirements we would love to hear from you!

All candidates who meet the criteria outlined as above are encouraged to send their application to **hr@tomscyberlab.net**

Note:

Only shortlisted applicants will be contacted.