



Linxia Ltd is recruiting an Account Executive

Job Description:

The job incumbent shall be responsible for developing relationships with prospects and promoting the portfolio of its major technology and consumer electronics brands by:

- ❖ Recommending solutions to improve their production through the use of our products. New leads may be generated through canvassing, cold calling, partner relationships, and customer referrals.
- ❖ Meeting sales revenue targets.
- ❖ Developing, implementing, and maintaining sales activities and plans.
- ❖ Building and maintaining long-term relationships with current clients by providing information, guidance, and support.
- ❖ Leading and coordinating contract negotiations for a successful close.
- ❖ Preparing reports by analyzing and summarizing information.

Profile of ideal candidate:

- ❖ HSC holder
- ❖ A Degree in Sales and/or Marketing or any equivalent combination of education
- ❖ A minimum of 2 years relevant work experience in a similar position is required
- ❖ A very good communication, interpersonal and leadership skills, and brand orientation
- ❖ Dynamic, pro-active and pleasant personality
- ❖ A very good mastery of written and spoken English and French.

Employment Type: Permanent

Closing Date: 30 May 2019

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