



Role	Executive - Sales	Department	Sales
Reporting Manager	Business Head / Line Manager	Job Location	China

Job Role

This profile must help to drive a business forward by selling Company products and services to clients globally.

Job Description

- Possess deep knowledge of business offering and value proposition
- Understand the need/requirements of clients and provide solutions to clients.
- Follow established sales processes and guidelines to promote and sell Marine Security Guard Services, Offshore Underwater Diving Services, UTG/NDT and NAVCOM Services.
- Analyse and understand market insights and the customers buying behaviour and make sales plans according to the business division strategy and targets.
- Be active in the market and focus on inside customer interactions, but including some visits, focusing on customer needs. Understanding and delivering the value of our services.
- Develop quotes reflecting customer needs stressing on unique selling points.
- Actively follow up the quote in order to know if the proposed value is understood and if it is matching the customer needs.
- Be an excellent negotiator to close deals with customers
- Build and maintaining client relations to ensure repeat client business and manage customer relationships by quality work and fair dealings
- Work closely with HOD / LM to be proficient in cost planning and budgeting to determine the project's cost baseline and negotiate accordingly with clients.
- Represent the company for workshops, webinars, seminars, exhibitions, etc. to build a connect with clients and showcase our services.
- Conduct frequent research to acquire new clients and have information on latest trends in our business to increase turnover.
- Any other duties as assigned by your Reporting Manager.

Prerequisites

- Preferred MBA in Sales & Marketing. Minimum qualification will be Bachelor's Degree in any discipline.
- Minimum 4 years of work experience in Sales / Business Development. Work experience in the Marine industry will be an added advantage.
- Ability to Forecast Sales Goals Based on Analytics.
- Strategic Thinking and Planning Skills to Implement Sales Plans.
- Positive working attitude and willingness to take up new challenges
- Outgoing and social personality to increase and maintain strong network within the market
- Excellent spoken and written English

KPI

- **Sales Target– 40%**

Monthly sales growth percentage must be up by 5%

Monthly revenue per new client

Monthly revenue per return clients

- **Client reach and connect – 40%**

Minimum 40 client calls per week / Call conversion KPI 80%

Minimum 60 Emails to prospective clients per week / Email conversion KPI 80%

Minimum 20 client visits/e-meetings per week as per the country pandemic guidelines / Conversation KPI 80%

- **Collections – 10%**

Ensure payments are made by clients as per contract agreement – 0 lapse

- **People Learning, self-growth & Networking– 10%**

Attend at least one relevant personal development related webinar/training once each quarter specific to your job role or personal development.

Take initiatives to network within the market (Shipping, IT personnel, etc.)