



Atalink - is the Cloud-based Procurement Management Solution-as-a-Service. With the platform to foster integrity, transparency, centered around the efficiency in management as the key motivation for client's success, Atalink helps businesses increase value through unique capability to link and interact seamlessly with partners and the market.

Senior Business Development Executive

Responsibilities:

- Proactive in approaching target sellers/customers & inviting them to join ATLINK
- Educate sellers about ATALINK's functionalities (key selling points) by meeting, seminars, webinar...etc
- Collaborate with partner teams on ATALINK to organize programs, events, product tours to attract sellers to meet their business need
- Hit revenue goals for advertising products
- Develop trust relationships with a portfolio of major clients, resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Serve as the link of communication between key customers and internal teams. Maintain customer database
- Work closely with seller services to coordinate sales and training events for sellers. Collect and record customer's contact information

Essential Skills:

- Bachelor's degree in Business Administration, Management Information Systems or relevant field
- At least 3 years of experience in sales and 1 year of experience in Software solutions, such as Procurement solutions, ERP, CRM, DMS, E-Commerce marketplace B2B, Digital office,
- Good understanding of products/ services provided by the company
- Knowledge about the market and competitors
- Good communication and negotiating skills
- Experience and knowledge in sales
- Ability to provide training and sales management
- Strategic thinking
- Ability to build and reinforce trust with customers and colleagues
- Ability to identify, analyze customer's requirement
- Experience in customer requirement analysis is a plus

Why you'll love working here:

- Attractive salary and benefits (13th salary, a distinguished employee of the quarter and year, seniority award...)
- Healthcare and accident insurance
- Various training on best practices and soft skills
- Teambuilding activities in every summer, company trip, big annual year-end party every year, etc
- Fitness & sports activities: football, tennis, table tennis, badminton...
- Commitment to community development: charity every quarter, blood donation, public seminars, career orientation talks...
- Support for personal loans such as: home loan, vehicle loan, tuition fee...

Working time: from Monday to Friday (8:30 AM – 6:00 PM)

Location: QTSC1 Building, Quang Trung Software City, District 12, HCMC

Shape your own career path with ATALINK right now by sending your CV to: tuyendung@atalink.vn