

SGS Hong Kong Limited

Company website: <http://www.sgsgroup.com.hk>

Sales Executive

Key responsibilities:

- Actively look for new business opportunities through networking and social media
- Formulate and implement sales strategy plan to increase market share
- Conduct market research to identify selling possibilities and evaluate customer needs
- Set up meetings with potential clients and listen to their needs and wants
- Prepare and deliver appropriate presentations on services
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle objections
- Work closely with internal parties to ensure smooth projects processing and increase customers' satisfaction

Requirements:

- Higher diploma or above in any relevant discipline
- At least 2 years' working experience in sales & marketing field
- Solid experience in merchandising, textile (apparel) industry or Toys/Hardgoods or testing laboratories is advantage
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Excellent knowledge of MS Office
- Good command of both spoken and written English and Chinese, including Mandarin

Key Account Executive

Key responsibilities:

- Responsible to handle international key accounts with the objective to:
 - Maintain existing business
 - Develop new business
 - Relationship building and account serving
 - Account facilitation and program alignment
- Communicate effectively with all internal departments to fulfill clients' requests and expectations

Requirements:

- Degree holder in business related discipline
- 2-6 years' client servicing and sales experience
- With overseas exposure preferred
- Mobile and willing to travel
- Self-starter, positive thinker, excellent social and negotiation skills
- Good command of English and Chinese including Cantonese & Mandarin
- Good command of German or Japanese is an advantage
- Candidates with more experience will be considered as Senior Key Account Executive