



we're hiring

Applications are invited for the following vacancy within Digicel Suriname

POSITION: Business Solutions Sales Executive
DIVISION: Business Solutions
REPORTS TO: Business Solution Sales Manager

What you will be doing:

Develop Digicel's Business sales through proactive prospecting and selling.

Your main duties and responsibilities:

- The Business Solutions Sales Executive ensures that customers' needs and requirements are addressed in a timely manner, and within timelines that achieve adequate levels of customer satisfaction.
- Ensure that an adequate revenue pipeline is maintained on a rolling basis by continually prospecting for new business in line with the requirements to achieve sales targets and objectives.
- In order to assist with generating reports of team activity and progress against objectives, the Business Solutions Sales Executive must update and maintain all customer records within Digicel's Sales Data base – salesforce.com.
- Any reports requested by the manager or any member of the management must be delivered by the Business Solutions Sales Executive within the agreed timelines
- The Business Solutions Sales Executive must continuously strive to develop relationships with customers, maintaining existing accounts and building sustainable future business for Digicel.
- The Business Solutions Sales Executive must achieve the revenue and product targets as set out by the company. Due to changing needs of the company, Sales targets may vary from, time to time, and any new targets will super-cede any previous objectives.

What you will need to succeed in this job

Qualifications:

- Academic qualification or degree
- Database Administration Skills
- Proficiency with MS Word, Excel & PowerPoint
- Excellent Sales experience
- Excellent Telephone Techniques

Functional Skills:

- Selling and negotiation skills
- Communication skills in both oral & writing
- A team player who is able to interact with persons at all levels
- Sociable
- The ability to work and learn in a fast paced, dynamic environment, work well both independently and as a team player, prioritize the execution of projects and meet deadlines whilst working in a high pressure environment.

Interested persons can send their resumé's to:

Email: HR.Suriname@digicelgroup.com
Subject: Vacancy – Business Solutions Sales Executive