



JOB VACANCY # 010/17

Sales Executive

Date: 27th October 2017

Myint & Associates Telecommunications Ltd. (Myint & Associates Telecoms) is the information technology arm of the MPRL E&P Group of Companies and in the business unit of Data Center Service as well as other IT Managed Services. We provide a wide range of solution such as Colocations, Cloud Computing, and Virtualized Computing Services. Myint & Associates Telecommunications Limited fully owns Myint & Associates Data Center which is the first Tier III Design Certificate Data Center in Myanmar accredited by UPTIME INSTITUTE. Myint & Associates Telecommunications Ltd. is seeking applications from dynamic and highly motivated candidate for the following post:

Job Title : Sales Executive
Job Grade : 4
Duty Station : M&A Telecom, Yangon Office
No. of Position : 1 position
Reporting to : Senior Sales Executive
Submission Deadline : 10 November 2017

Job Summary

Sales Executive aim to deliver services to the customers by selling products and maximize profits through developing sales strategies that match customer requirements.

Job Description

- Planning and organizing daily work schedule to call on existing or potential sales.
- Adjusts content of sales presentations by studying the type of sales outlet or factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.



- Provides historical records by maintaining records on area and customer sales.
- Promotional activities
- Managing campaigns on social media.

Minimum required knowledge & experience

Education / Experience

- B.C.Sc / B.Sc (Computer Science) / B.E (IT) and relevant Academic Qualifications.
- Technical background in network, computer science, or IT a plus
- Minimum 2 year(s) of working experiences in Sales and Marketing related field.

Special Skills

- Ability and desire to learn new skills
- Familiar with IT and Telecom industry standards
- Direct field experience in working with enterprise accounts
- Highly developed selling, customer relations
- Extensive customer network and expert level hunting skill
- Proven history of meeting and exceeding quota
- Strong verbal and written communications skills in English/ Myanmar

The position will be based in the Yangon office but may involve occasional visits to project locations.

Interested candidate are requested to submit an application letter with CV, relevant educational certificates and at least three references to Human Resources Department at MPRL E&P Pte.,Ltd.

Address : Vantage Tower, No. 623, Pyay Road, Kamayut Township, Yangon, Myanmar.

Tel : (95-1) 230 7733 – 35

Fax : (95-1) 230 7744

Website : www.mprlexp.com

Email : hr@mprlexp.com

Please note that applications received after deadline will automatically be discarded and only short listed candidates will be contacted.