



JOB VACANCY # 002/19
Sales Executive

Date: 22 March 2019

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
Duty Station : M&A Telecoms, Yangon Office
No. of Position : 1 position
Reporting to : Assistant Sales Manager
Submission Deadline : 12 April 2019 (until candidate identified)

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

Your primary duties and responsibilities will include but not limited to

- Plan and organize daily work schedule to call on existing or potential sales.
- Sell network infrastructure product & Data center services as provided by the Company, so as to meet the sales target
- Assist sales manager to manage team and drive sales for achieve goals – developing key account and sales strategy plans in line with company requirements.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Operate in a manner that maximizes company profitability while reducing unnecessary costs of company operations, and in a way that reflects well on the image of the company.
- Ensure personal sales processes, reporting and systems management are carried out in an accurate and timely manner.
- Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Recommend changes in products, service, and policy by evaluating results and competitive developments.

- Resolve customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Provide feedback on issues in the field including client condition, market updates, competitor activity, marketing and product acceptance.
- Other tasks requested by management that are reasonable and appropriate.
- Arrange promotional activities and events

JOB REQUIREMENT

Education / Experience

- B.C.Sc/ B.Sc (Computer Science)/ B.E (IT) degree or preferably in a technical area
- Minimum 4 years of sale experience in related fields
- A technical background in network, computer science, or IT

Required Qualifications

- Computer literate (able to use MS Word, Excel, Power Point, Internet and Email).
- Excellent communication skills and professional attitude- able to hold conversations with wide range of people from various social, economic and cultural backgrounds
- Able to handle multiple tasks efficiently and effectively, meet tight deadlines and keep composure under pressure
- Experience creating detailed reports and giving presentations to leaders and managers
- Direct field experience in working with enterprise accounts
- Proven track record of high-performance sales and able to actively work towards agreed sales targets
- Extensive customer network and expert level hunting skill
- Strong verbal and written communications skills in English/ Myanmar
- Travel and able to work long hours/ weekends as required

Periodically, the employee may be expected to perform assigned duties and tasks not covered in this job description as well as to provide support to other departments when necessary.

Interested candidate are requested to submit an application letter with CV, relevant educational certificates and at least three references to Human Resources Department at M&A Telecoms.

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

Tel : (95-1) 230 7733 – 35

Fax : (95-1) 230 7744

Website : www.myintassociatetelecom.com

Email : hr@myintassociatetelecom.com

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