



JD for Sales Executive / Holiday Consultants – Customer Acquisition:

Job Purpose:

To make powerful and successful sales presentations in different settings; to keep abreast with the organization's products and services; to crack profitable deals and referrals to achieve sales targets

Job Responsibilities:

1. Achieving stretched targets in a result-focused environment
2. Preparing pre-sales proposals for prospective clients
3. Delivering inspiring sales presentations to convert prospects to successful sales
4. Handling objections and resolving member/ customer conflicts by constantly connecting with them through member meetings
5. Identifying potential customers and new business opportunities
6. Building and maintaining strong client relationship and high level of customer service
7. Being updated on new products and services
8. Provide necessary support in booking first time holiday for new members and generate quality referrals from them

Candidate Specification:

- Great Communication
- Strong Sales Experience
- Strong Results Orientation and Execution Excellence
- High Energy and Passion
- High Customer Centricity