

Corporate Sales Executive

Tech JDI Pte. Ltd.

Job Description

The Sales Representative/Executive collaborates with our management team and partners, providing them with qualified sales opportunities, and is responsible for handling sales leads and converting them to new business opportunities. This high energy position is the first step in the sales process here at TechJDI, requiring an excellent consultative nature and providing a great opportunity for you to work with international stakeholders.

You will report directly to the Sales Manager.

- Initiating e-mail and phone contact with potential prospects from partner deal registrations, qualified opportunities and marketing generated leads; cold calling as needed
- Focused sales approach to driving growth within their region, estimated 30-40 emails per day
- Using our sales model, you will engage directly with Decision Makers in IT departments in all sized businesses
- Coordinating sales activities/processes with partners & end users to identify and close new business deals
- Providing forecasting and account opportunity as needed
- Updating and maintaining the CRM system, experience with ActiveCampaign is desirable
- Driving revenue and contributing to the continued growth of the Company by consistently achieving individual and team quotas
- Collaborating with management team on planning and execution
- Partner with Sales Engineering to conduct online web sales calls
- Provide superior customer service in assisting potential customers during their evaluation process, create quotes and new customer accounts, coordinate with partners, and close sales

TECH JDI STARTED AS A VENTURE SUPPORT SERVICES ARM UNDER TNF VENTURES (A SEED-STAGE INVESTOR BASED IN SINGAPORE)

TO HELP OUR OWN PORTFOLIO COMPANIES CROSS THE CHASM AND BUILD THEIR OWN TECH CAPABILITIES IN VIETNAM.

WE UNDERSTAND START-UPS AND ENTREPRENEURSHIP.

OVER THE PAST 3 YEARS, WE HAVE HELPED MORE THAN 30 SINGAPORE START-UPS TO SOFT-LAND AND GROW THEIR PRESENCE IN VIETNAM.

WE HELP CLIENTS IN:

- 1) COMPANY INCORPORATION;
- 2) RECRUITMENT OF TALENTS (TECH, BUSINESS);
- 3) BUILDING ENGINEERING TEAMS / TECH HUBS / INNOVATION UNITS;
- 4) Building MVPs
- 5) Finance/Accounting;
- 6) Setting up office;
- 7) Digital Marketing;
- 8) Fundraising

Our clients are rapidly scaling IT companies poised to make global impact in their own industry - covering e-commerce, IT security, consumer applications, business software and online-to-offline businesses.

Our Vision is to be an effective support structure for our clients in their overseas expansion.

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