



## CAREER OPPORTUNITY

### Sales & Marketing Director

#### About Company

**WeWatch PTE., Ltd** is a regional TV and Video Streaming Service Provider with business operations in multiple countries in South Eastern Asia.

#### Job Description

1. Playing an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients.
2. Focusing on growing and developing clients, together with generating new business with profitability through customer engagement, proposal presentation till deal close.
3. Working on account management plans and identifying key areas for improvement sales volume with profit.
4. Write business and marketing plans for all current and opportunity tender business.
5. You will act as the key interface between the customer and all relevant departments.
6. Motivating the sales team member to achieve the best results possible.
7. Attending industry events and conferences to generate new business leads.
8. Networking with other directors in order to generate new business for the company.
9. Weekly/Monthly reporting on sales performance against budget and reporting on variances.

#### Job Requirements

1. Previous experience in Key Account Sales Management or Territory Sales and display an attitude that is key to success.
2. Strong account management and relationship building and excellent interworking skills.
3. Professional sales training would be a strong advantage.
4. Proven track record of achieving targets and driving sales growth in a business.
5. Experience in ICT vendors, ISP, Telco, TV operator and e-commerce are preferred.
6. Fluently speaking, listening and writing in English. Chinese speaking is a plus.

#### How to Apply

**Location:** 68 TEMASEK BOULEVARD #42-00 SUNTEC TOWER THREE, Singapore 4038988

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