

Sales Manager (Job Ref No. Prj31T), Pico International (Hk) Ltd



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Salary from HK\$20,000.00 Per month

Created: August 06, 2013

Location: Hong Kong, Tai Po District

Work experience: 2+ to 5 Years

Level: Bachelors Degree

Desired employment

Job title: Sales Manager (Job Ref No. PRJ31T)

Salary from: HK\$20,000.00 Per month

Employment: Full time

Work experience: 2+ to 5 Years

Level: Bachelors Degree

Short Description: MP International (Asia Pacific) Limited

The MP International Group of Companies specializes in event management. Our projects include organizing and managing international exhibitions and events, conferences management, roadshow management, product launches, festive event management, venue opening and other publicity events. The scope of services encompasses conceptualization & programming of tradeshow and events, exhibit recruitment, logistics co-ordination, budgeting, pre-event, PR, creative, on-site management, manpower planning, VIP facilitation, and all matters relating to the successful implementation and execution of events to achieve our clients desired objectives. Our client base varies and falls within a wide range of organization from small to medium size enterprises, to large multi-corporations to government entities, non-profit making bodies, trade associations and other professional bodies that need to promote themselves, their products or their causes.

Description: The sales manager promotes and sells company products through direct customer contacts within an assigned product industry or geographical territory- They identify prospective customers and compile information on competitive products- The sales role primarily conducts sales calls, schedules promotional work and track sales activities, quotes prices, prepares proposals and provides information regarding terms of sales and delivery dates- Other primary responsibilities include maintaining client and prospect databases, assist with new product development and provide marketing support in terms of reviewing marketing materials and attend exhibitions and conferences-

Responsibilities:

- Sells exhibit space and sponsorships via telemarketing and direct selling
- Identify prospective exhibitors through trade publications, cold calling and networking
- Manage exhibit space allocation and assignments
- Represent the company at competitive tradeshow and conferences
- Creates timely floor plans
- Guarantees the highest level of customer satisfaction to our current and potential exhibitors
- Develops sales plans, prepares sales reports and analysis

Requirements:

- Minimum educational requirement: four-year BA or BS
- Strong experience in gaining market share, launching events, breaking into new markets and increasing exhibitor and sponsorship sales
- Media or research sales experience, in particular experience with creative and consultative sales
- Excellent written and verbal skills, with an emphasis on phone sales and proposal writing
- High proficiency with Word, Excel, PowerPoint and sales database software

Please apply with full resume, present & expected salary and quote the job reference no- tohrrecruitment@hkdocuments.com (documents format in MS Word is preferred). Personal data provided by job applicants will be used strictly in accordance with employer's personal data policies, a copy of which will be provided immediately upon request-

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