

AlphaConcepts: Account Executive (Full-time)

AlphaConcepts (alphaconcepts.co) aims to disrupt the traditional sponsored advertisement space through influencer marketing in the new age where digital crowds drive modern behaviors. Our vision is to be the most trusted influencer platform and to build the future of advertising through creating technology that matters for social influencers.

Watch this video to know more about us: <https://www.youtube.com/watch?v=-B-NImLCWkK>

In AlphaConcepts, we appreciate several values.

- Be humble to learn and grow
- Keep an open mind for ideas
- Work hard, and smart
- Has strong work ethic
- Possessing a positive attitude

Job brief:

We are looking for a competent Account Executive to find business opportunities and manage customer relationships. You'll be directly responsible for the expansion of our customer base. The ideal candidate will have talent in sales and experience in customer service.

The role focuses on seeking new business opportunities by direct communication to potential clients and, more importantly, to contribute to our sales efforts. FULL-TIME APPLICANTS ONLY

Responsibilities

- Managing entire sales cycle
- Qualifying leads as sales opportunities
- Assisting in setting up meetings with potential clients
- Demonstrate excellent product knowledge to represent the company and boost sales growth
- Selling the product by reaching out to potential clients through calls, emails, in-person
- Meet individual targets, KPIs, and report to management on daily/weekly/monthly sales results

Requirements

- Sales experience
- Good knowledge of CRM software (Salesforce/Pipedrive)
- Excellent communication and presentation skills
- Self-motivated, organizational skills, team player, detail-oriented
- Knowledge of market research, sales and negotiating principles
- At least 1 year of work experience
- Language: must be proficient in Chinese and English
- Graduate of any Hong Kong University (must be within 2 years of graduating)

We provide:

- Product knowledge training
- Basic + commission (based on performance)

Application method:

Please send your application to info@alphaconcepts.co.