

Job Title: Business Development/ Sales Manager**Location: emarsys Hong Kong**

emarsys is one of the leading global providers of email and social marketing solutions and services. More than 800 clients, among them eBay, Canon, Vodafone, Honda, Motorola, Siemens, SCMP, Head, Zurich Insurance, BeeCrazy, and Zalando-Lounge, send more than 25 billion emails every year with emarsys technology.

As part of the company's continuous expansion we are looking for employees who support us in our period of growth and actively participate in shaping our path to the future.

Join us for your next career move!

What's on offer:

- Competitive Salary
- Benefits – expenses, laptop, mobile phones and travel costs, MPF and health insurance.
- Great career path and growth opportunities
- Highly rewarding and uncapped commission structure
- A job with a real perspective in an dynamic MNC and experienced team in the internet industry
- A fast-growing company with an international outlook and solid market positioning

Your Responsibilities:

- Experience in Corporate Sales (B2B), with a proven record of exceptional work
- Generate new business ('hunter' role and not a 'farmer' role)
- The ability to generate new leads and set up face to face meetings and close deals
- E-Marketing Know-how
- Be able to work towards targets, deadlines and perform consistently under pressure
- A reasonable series of contacts within different industries
- Excellent communications, interpersonal and negotiating skills

Reporting to the Sales Director, you will be selling Software-as-a-Service, consultancy and professional services. This means communication and interpersonal skills are vital. You will be required to set up meetings, after generating leads. Your position includes negotiation and effective closing. You should also have good knowledge of software, and preferable some experience in software retail, but it is not compulsory.

Your Profile:

- 3-5 years Sales experience, preferably in the IT industry
- Ability and experience in managing a small team
- Self starters with positive attitude and good people skills
- Quick learners with ability to adapt to changing environment and product development
- Strong proven sales background
- Strong written and verbal English & Cantonese. Mandarin is preferred.
- Online and/SaaS/or Direct Marketing experience is a plus, but not a must

Candidates with less experience will be considered to the role of executive.