



Vacancy Notice

Territory Sales Executive

Bemobile (Solomon Islands) Limited invites application from qualified individuals for the position of Territory Sales Executive. Reporting to the National Sales Manager, the position's purpose is to build through recognising prospects and selling to and maintain relationship with the existing as well as new clients.

Duties and Responsibilities includes:

- Evaluate and study the position of the identified prospects in the industry
- Research about different sales options and analysing them
- Sell the company products/services by creating contacts and further making relationships with the prospects
- Recommend solutions to any problems faced by the clients
- Provide proper information, guidance and support to the clients hence enhancing the relationships
- Recommend new opportunities and improvements in terms of clients profit and losses;
- Study the current market trends for a product and identify improvements
- Analyse the competition brand closely
- Be able to work in a team and achieve the desired results
- Other duties directed from time to time.

Education and/or Work Experience Requirements:

- Diploma of Bachelor's Degree in a related field from a reputed institute
- Minimum of 2-3 years' experience in a sales or marketing related field. New graduates are also encouraged to apply.

Others:

- Ability to handle customers efficiently
- Ability to sell
- Excellent analytical, strong communication skills, problem solving and negotiation skills;
- Strong leadership talent, interpersonal and organizational skills
- Good personal presentation
- Having high degree of self – motivation and ambition
- Capability to grow in a competitive environments
- Working knowledge of various types of telecommunication equipment
- Sober habits and excellent time management skills
- Computer literate

Benefits

Competitive remuneration in line with experience and qualifications. All applications will be treated with the strictest confidence. Bemobile is an Equal Opportunity Employer.

How to apply:

Required Documents:

- Cover Letter
- Certified copies of qualifications and CV with name and contact details of 2 professional referees.

Applications to be addressed to:

Human Resources Manager
Bmobile SI Limited
PO Box 2134
Honiara, Solomon Islands

Please direct all applications via email to: jobs@bmobile.com.sb or can be hand-delivered at our Head Office, located at Grand Plaza Building (Top Floor), Town Ground.

Closing Date: COB February 18, 2022.

Applications will be assessed as they are received. Only shortlisted applications will be contacted.