

INTERNS PROGRAM

Sales executive for 3 months

This is an excellent opportunity to work in an award winning translations company in Melbourne, Australia.

The successful candidate will be able to generate significant revenue and commissions through aggressive outreach to executives and decision makers in selected industries. Reporting directly to the Sales Manager, the role includes managing a sales pipeline, as well as processing and closing sales.

Ideally the candidate will be fluent in written and spoken English and other Asian languages.

Joining the Sales and Business Development Team the duties will include:

- Identify large opportunities and develop the actions necessary to win business
- Work with management, and the business development managers to implement sales strategies, identify opportunities, close sales, motivate the team, and spur growth
- Prepare quotes for customers and follow up to convert quotes into projects
- Effectively communicate project specifications to Project Account Managers
- Provide customer support; manage client expectations in conjunction with the Project Account Managers
- Maintain records of prospect and customer interactions and orders in our CRM application

To apply for this position, please provide a cover letter and resume addressed to Human Resource department and submit via email to: hr@beyondtranslation.com.au