

Officer / Senior Officer - Marketing Executive –Settrade (2 positions)

Responsibilities include:

- ❑ Sales & Support – Settrade Internet Trading Solutions
 - Identify clients' needs, propose solutions and devise strategies to overcome competitive obstacles.
 - Understand competition and develop appropriate sales strategies.
 - Conduct sales presentations, prepare proposals and quotations, account reviews and provide consultancy service to clients on company's solution.
 - Work with IT department to establish a workable solution based on additional clients' needs.
 - Provide product training and after sales support.
 - Ability to manage client expectations, requirements and deliver results.
 - Establish mechanisms to ensure that the company is responsive and accountable to all clients.
 - Represent the company at exhibitions, events and demonstrations.

Qualification preferred and Required Skills:

- ❑ At least Bachelor's Degree in Computer Engineering, Computer Science, or other IT related field.
- ❑ Excellent coordination skill and project management, and able to work under pressure to meet the deadline with good attitude and team work.
- ❑ Demonstrate enthusiasm about the sales support role and remain up-to-date with changes.
- ❑ Ability to multi-task and prioritize to guarantee that all issues are allocated the required time to be handled in a professional manner.
- ❑ Willingness to take on new challenges and initiatives and hard working.
- ❑ Strong interpersonal, negotiation and communications skills (oral and written).
- ❑ Some experiences in those firms engaged in capital market or project management would be advantageous.
- ❑ Good command of English (TOEIC score of 600+ is required)