**Job Description**

**Established in 2005, T.O Group Co.,** **Ltd.** is a major Total IT Solution and Computer Retail Company, offering a wide range of key vertical and horizontal customized solutions. From retailing strategy to providing IT Solutions and Technology Services for customers, T.O Group straddles the entire IT space. It has excellent domain competencies in verticals such as Banking & Financial Services, Shipping/Forwarding, Garment and Manufacturing, Telecom and ISP, Government Funded Project, NGOs, Hotel & Restaurant, and Retail Stores. As a diverse end-to-end Total IT solutions provider, T.O Group is committed to provide top-level services and support to customer throughout Cambodia and offers a wide range of expertise aiming at helping customers to re-engineer and re-invent their businesses to compete successfully in an ever-changing marketplace in Cambodia.

**Open Position**

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| --- | --- |
| Job Term | Full Time |
| Experience(Year) | 0 |
| Vacancy Position | 2 |
| Job Location | No. 70-72, Street Spean Inthanou, Sangkat Tonle Bassac, KhanChamka Morn, Phnom Penh, Cambodia |
| Qualification | Bachelor Degree in Computer Science or Business Administration |
| Major | Outdoor Software Sales Executive |
| Sex | Male/Female |
| Age | 18 - 30 |
| Language | English/Khmer |

**Job Description**

* **Perform for outdoor sale activities.**
* **Following up with existing customers and renew contracts.**
* **Preparing quotation and sales proposal.**
* **preparing the plan to achieve monthly sales targets.**
* **Correspondent with customers for relationship building.**
* **Develop and manage customers’ accounts to meet and exceed sales targets.**
* **Create sales plan and strategy on your account**
* **Analyze and monitor sales, create daily and weekly sales reports.**
* **Develop and source for potential customer**
* **Develop a professional image of the company.  Provide excellent after sales service**
* **Performs any other duties as requested by manager**

**Job Requirement**

* **Bachelor degree in Computer Science, Marketing, or in Business Administration**
* **At least 1–3-year experience in sales is preferred but not required**
* **Excellent communication skill and good command of written and spoken in English**
* **Highly self-motivated with positive attitude, proactive, results & people oriented, team player, integrity, strong business acumen & ability to perform under pressure**
* **Basic Knowledge of IT networking& software is required**
* **Flexible, hardworking, pleasant manner, result-oriented, and honest**
* **Solid experience in opportunity qualification, pre-visit planning, call control, account development, and time and territory management.**
* **Proficiency with MS Office (Outlook, Excel, Word, PowerPoint)**
* **Respect company core values and policy**