
Verican

Sales Executive

ALL APPLICANTS MUST SEND CV AND COVER LETTER DIRECTLY TO

info@verican.com

Type: *Full Time*
Salary: Dependent on Experience
Hours: 7am – 4pm, Monday to Friday
Location: Beijing
Openings: One
Job Commencement: ASAP

Company Description:

Verican, Inc. is a rapidly expanding, multi-national, Startup Company with a 7-year track record that seeks energetic team players who want to build the next Google/Yahoo/MySpace. Verican takes great pride in its products; we follow best-in-class product management, develop and support methodologies, which is why Verican customers experience significant profits. www.verican.com

We offer a great work environment, competitive salary and stock options. If you are interested in working for a fast growing international company and have the right skill set then apply today!

Job Qualifications:

We are currently looking to hire a Regional Sales Executive to help us develop the AsiaPac market (mostly Australia and New Zealand). They can work both from our Beijing office and from either Australia or New Zealand. Initially, most of the work will be by telephone, but later they can work on-site with customers. They will have a full-time sales assistant and access to our team of developers and designers.

Required:

- Strong written and oral communication skills
- Positive, flexible, team-player, with a can-do attitude
- Prior experience in sales or telesales, preferably in advertising sales.
- Native English speaking. Australian or New Zealander is preferred.

Job Description:

- Develop new relationships, negotiate contracts, close business deals, and ensure product implementation.
- Create and maintain sales plan and regular forecasts; liaise with Marketing, implementation and Product departments
- Develop new prospects and interact with existing/potential customers to increase sales of Verican products and services.
- Qualify opportunities and effectively articulate our value proposition