

Job Description for Worldwide Sales Manager

Position:

- Job title : Worldwide Sales Manager (Excluding Europe countries)
- Location : Hong Kong

Job Description:

1. Growing & expand the North America, Caucasus, Australia inbound markets.
2. Promote express services to clients via sales call or client visits across Miki Asian markets
3. Responsible for developing new business opportunities and expand customer base in order to achieve sales target in a competitive environment.
4. Maintains and expands customer database. Identify potential new customers and maintain good sales relationship with existing customers.
5. Meeting your own's sales goals and targets set by the company.
6. Consolidating and prepare sales reports and meeting.
7. Any ad-hoc assignments by the Company/Line Manager.

Requirements:

- Bachelor degree holder;
- >5 Years sales experiences in travel or hotel industry;
- Customer-orientated, good presentation skills, responsible, result-driven and ability to build up new accounts;
- Mature, independent and able to work under pressure;
- Team leading experiences is a MUST;
- Proficient in PC operation especially MS Excel, Word and Power Point;
- Willing to travel;
- Excellent command in spoken English.
- Work on freelance basis.