

Senior Sales Executive, Kuala Lumpur based

We are a fast-growing, Kuala Lumpur-based online shopping start-up that already operates in 7 markets across Southeast Asia. We are building Southeast Asia's one stop shopping destination by consolidating products and promotions from leading local and international online shops into a single platform. We are creating the most delightful online shopping experience for you to find the products you have always been looking for, to discover new products and to benefit from relevant offers for great-value shopping.

We are a young and motivated team with a special mix of tech geeks, fashion queens and entrepreneurs with experience from some of the biggest tech companies like Microsoft, Amazon etc. We have a strong bias for action, we want to learn and grow and we want to build a great company together. We are Asia Venture Group's (AVG) portfolio company. AVG is one of Southeast Asia's leading seed financing/ VC firms with deep e-commerce know-how. Investments include iMoney and TrustedCompany.com, among others.

We are looking for a passionate, entrepreneurial, smart & driven sales rock stars, preferably with people management experience to join our sales team to manage the acquisition and success of e-commerce merchants across our 7 markets in Southeast Asia.

Your playground:

- Generating and maintaining a qualified database of potential sales leads
- Acquiring new merchants to feature their products and promotions on the iprice platform
- Negotiating and preparing contracts. Guide new merchants through the onboarding process
- Work together with our marketing team to promote merchants on our platform and to drive merchant's revenues
- Attend events, conferences, trade shows and be the face of ipricegroup in the networking events

What you bring to the table:

- 5-7 years of work experience in B2B sales, sales, business development or affiliate marketing, ideally in the e-commerce industry. People management experience is a plus
- Must have Fluency in English and one of the following languages – Malaysian/Indonesian/Thai /Mandarin/Cantonese
- Good presentation skills, Very strong communications and negotiation skills as well as a passion for sales and working with clients on a daily basis
- Willingness to work beyond defined 'Job description' to learn and grow along with our company's growth

Here's the deal

- Experience the most exciting phase of a start-up first-hand
- Work in a fast-pace environment with many challenges and new career opportunities
- Become part of our dynamic, fun and international team

If all this sounds exciting to you, send your CV, one or two sentences about why you are interested in the job, your possible start date and your salary expectations to sandeep.raj@ipricegroup.com . We are looking forward to learning more about you