

MÔ TẢ CÔNG VIỆC

Position : **IT Sale Support**
Quantity : **01**
Type : **Full-time**
Location : **No.30, 304 lane Ho Tung Mau Street, Bac Tu Liem District, HN.**

ABOUT US

- As a dynamic spin-off of LTS Group, LTS GDS has a great desire to assist companies all over the world save time, cost, and energy by optimizing the operational processes. With over 8 years of experience, GDS is providing BPO services to global customers in Korea, Japan, the US, and European countries, including: AI Data Processing Services, Robotics Process Automation (RPA), Managed Service.
- We are seeking a highly motivated and detail-oriented IT Sales Support with fluent English skills to join our dynamic team. The candidate will be responsible for identifying potential customers, outreaching & building strong customer relationships, ensuring the quality of services provided and contributing to the company's Sales & Marketing strategy.

JOB DESCRIPTION

- Identify and reach out to new potential customers through various channels, creating sales opportunities.
- Understand customer needs and provide tailored solutions and service proposals.
- Build and maintain strong relationships with existing and potential customers.
- Manage the entire sales process, from lead generation to contract negotiation and service delivery.
- Ensure the quality of services provided to customers.

- Monitor and report sales results, propose strategies to increase sales performance and customer satisfaction.
- Coordinate with the operation team to ensure the effective communication with customers.
- Involve in the welcome process when a client visits.
- Stay updated on industry trends, competitor activities, and emerging technologies.
- Conduct market research to identify new opportunities and potential markets.
- Leverage social media and other digital platforms to promote personal and company branding.

REQUIREMENT

- Bachelor's degree in Information Technology, Business Administration, or a related field.
- English proficiency (IELTS 7.0+), native speaking is an advantage.
- Excellent communication and interpersonal skills, both verbal and written.
- Strong presentation and problem-solving skills.
- Ability to work independently and in a team.
- Flexible time adjustment to adapt to customer's time zone.
- Willingness to travel domestically and internationally to meet customers.
- Microsoft Office (word, excel) and Google Suite office skills.
- No experience required, will be trained and supervised by experienced sales leader.
- Sales experience in the technology industry, especially in BPO field, is an advantage.
- A passion for technology and a desire to learn.

BENEFIT

- Attractive salary and benefits.
- Flexible working policies.
- Friendly and collaborative working environment.
- Professional development opportunities with personalized mentorship and coaching, access to multi-topic training programs, opportunities for career advancement.
- Chances of working with global customers and gain international experience.
- Regular performance reviews and the opportunity for salary adjustments based on merit.
- Company's labor policy completely pursuant to Vietnamese labor legislation plus other benefits offered by the company (Company trip, Holiday, etc.).

CONTACT

LTS Recruitment Department

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