

***TUBUDD** is an innovative online marketplace that bridges the gap between travellers and local experts. By connecting tourists, business professionals, and health travellers with local "buddies" who possess strong language skills and deep local knowledge, TUBUDD enhances the travel experience with authentic, personalized guidance. This platform not only empowers locals to monetize their expertise but also offers travellers a more convenient, immersive, and culturally rich alternative to traditional travel methods. TUBUDD is redefining how people explore new destinations by making local experiences more accessible and enjoyable.*

If you want to be our companion on the trip to revolutionize tourism, join us!

JOB DESCRIPTION

Code: B2C, B2B

Position: Sales executive (B2C)

Location: The Nexus Building – Floor 5, No. 7, Lane 3, Lieu Giai, Ba Dinh, Hanoi

Work time: Full time

Office hours: 9 AM – 6 PM

Workdays: Mon- Fri

Travel: Moderate

Salary: 7,000,000 VND + Commission/OTE. Negotiable upon experience.

Benefits:

- 16 days off/ year
- Social Insurance after 6 months (opt-in)
- Regularly trained in various professional skills
- Company Trip
- Birthday gift on birthday
- Discount Tubudd services

Language: Vietnamese, English/Korean

FUNCTIONAL BUSINESS OBJECTIVES (FBOs):

Sales Executive responsibilities include discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction. If you have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email and phone, we'd like to meet you. Ultimately, you'll help us meet and surpass business expectations and contribute to our company's rapid and sustainable growth.

KEY RESPONSIBILITIES & CRITICAL DRIVERS

- In charge of selling for services: visa services, retreat trips, customized trips, kids' trips, buddy services for Korean customers.
- Find new customers: expats in Vietnam, international customers, etc.
- Maintain good customer services and take care of current customers.
 - Create new business opportunities
 - Find new sales channels
 - Upsell additional services
 - Build a strong customer database
 - Be professional when dealing with customers
- Get customer feedback through surveys

SKILLS AND QUALIFICATIONS

- Proven work experience as a salesperson
- Knowledge of travel and tourism
- An ability to perform well in a fast-paced environment
- Excellent customer service and multitasking skills
- Outstanding organizational skills are a must
- Rapport building skills and communication skills are a plus

HOW TO APPLY

- Send your CV to: pa@tubudd.com
- Contact: Ms Hang: (+84) 091 690 298 (Zalo/Whatsapp/ Imess)
- Address: No 7 - Lane 3, Lieu Giai, Ba Dinh, Hanoi