

Account Executives (Sales)

(National Capital Reg)

Responsibilities:

- Sell online ad options for E-Yellow Pages.Ph to the identified market-based on established performance goals (quota)
- Builds and maintains strategic relationships with partners and customers
- Sources, develops and analyzes customer needs to establish a customer-intimate business environment, proposes and implements turnkey solutions
- Handles all advertiser liaison

Requirements:

- Minimum of two (2) years Sales experience
- Has a network of potential clients and/or competitors
- Sell online ad options for E-Yellow Pages.Ph to the identified market-based on established performance goals (quota)
- Builds and maintains strategic relationships with partners and customers
- Sources, develops and analyzes customer needs to establish a customer-intimate business environment, proposes and implements turnkey solutions
- Handles all advertiser liaison

- Skills:
- Sales Savvy – has history of meeting his quota by:
 1. Implementing innovative sales strategies that are tailored-fit to the clients' needs
 2. Establishing a customer –intimate relationship with clients
- Excellent communication and presentation skills
- Excellent team player
- Results-oriented