

Relationship Manager (Team Member) – Job Description

Responsibilities:

- Builds and maintains strategic relationships with partners and customers
- Up-sell online ad options to existing clients of E-Yellow Pages.Ph based on established performance goals (quota)
- 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
- Up-sell online ad options to existing clients of E-Yellow Pages.Ph 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
- Preferable from any company in relevant services industries

Skills:

- Sales Savvy – has history of meeting 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