

CORPORATE CUSTOMER ADVISOR - INBOUND SALES DEPARTMENT- LAE BASED ROLE

Theodist Ltd. stands as Papua New Guinea's premier retailer and supplier, catering to businesses, educational institutions, government entities, and individual customers. As a company committed to excellence, we take pride in providing top-quality stationery, office products, survey equipment, computers, and more. Our dedication to integrity, teamwork, and customer satisfaction has positioned us as an industry leader.

We are actively seeking a dynamic and motivated individual to join our team as a Corporate Customer Advisor - Inbound. This role presents a unique opportunity to be part of a thriving organization that values a culture of collaboration, innovation, and commitment to customer service.

JOB OVERVIEW:

Reporting to the Lae Regional Manager, we are seeking an experienced Corporate Customer Advisor - Inbound in Corporate Sales. As a Corporate Customer Advisor, you'll be the cornerstone of our client engagement strategy, fostering strong relationships and driving sales growth. This is achievable through providing personalized solutions and showcasing our diverse portfolio to prospective corporate clients.

KEY RESPONSIBILITIES:

- Build trust and rapport with key decision-makers, becoming a valuable advisor to their success.
- Identify and pursue lucrative opportunities within existing accounts, maximizing the value of our comprehensive portfolio.
- Gain a profound understanding of your client's needs and market dynamics, anticipating future challenges and opportunities.
- Partner with internal and external experts to deliver customized solutions that exceed expectations.

QUALIFICATIONS, SKILLS, AND EXPERIENCES:

- 3+ years of successful corporate sales experience, consistently surpassing targets.
- Demonstrated understanding of both Private & Public sector landscapes.
- In-depth knowledge of industry trends and market dynamics.
- Exceptional communication, negotiation, and networking abilities.
- Proficient in PC applications and industry-specific software.

PREFERRED ATTRIBUTES:

- Bachelor's degree (preferred but not required).
- Full Driving License (advantageous).
- Proven track record in a similar industry role.

Why Join Theodist?

- C-suite advisor expertise through in-depth training and mentorship.
- Collaborate with results-oriented colleagues in a supportive environment.
- Shape PNG's retail landscape with Theodist's market leadership and community impact.



How to Apply

If you're a passionate individual who shares our values and wants to make a difference at Theodist Ltd., we'd love to hear from you!

To apply for an open position, please fill out the application form by providing the following information:

- First Name
- Surname
- Email
- Phone
- Position(s) you are applying for (select from the drop-down menu)
- Cover letter & Resume (upload file)

Deadline: The closing date for applications is April 30th, 2024.

Theodist Ltd. is an equal opportunity employer, and we welcome applications from candidates of all backgrounds and experiences.



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