

CUSTOMER ACQUISITION EXECUTIVE

CAREER WITH ORPHEUS



REQUIREMENTS

- Bachelor's degree in Business Administration, Marketing or a similar field.
- Malaysian Citizenship.
- Age limit of 35 years.
- Minimum 1 year of experience in Sales (Preferably in Corporate Sales)
- Knowledge of Customer Relationship Management, Marketing Planning & Strategies and Advertising.
- Have experience in doing banking and finance sales + Evidence in achieving target results.
- Skills and Communication and Presentation (adequate level) would be a great bonus.
- Highly creative.
- Good problem-solving skills.
- Great team player
- Female candidate preferred.

ROLE EXPECTATIONS

- To source for new customers / clients and develop business relationships and strategic partnerships with potential clients and partners.
- To maintain consistent contact and create meaningful relationships with existing clients and partners (through text, call, email and virtual / physical meeting).
- To conduct competitors research, suggest enhancements for existing products and create new products with huge market potential.
- To create and prepare business proposals for potential clients and partners, assist in business presentations.
- To organize events and product exhibitions.
- To update clients and partners' databases using Customer Relationship Management (CRM) system.
- To monitor sales performance and develop strategies for improvement.
- To prepare contracts or agreements for clients and partners.

CONTACT INFORMATION

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COMPANY BACKGROUND

Orpheus Capital is an award winning fintech start-up with the main aim to provide financing via digital platform to the unbankable SMEs and to reduce the dependencies of SMEs on loan sharks and illegal money lenders.