

Position Description: Sales & Community Engagement

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Relevant Fields: Sales, Marketing, Business Development, Communications

Location: Banteay Meanchey and other sites

About TapEffect:

TapEffect is increasing access to affordable clean tap water for households across Cambodia. TapEffect is looking to expand our team with a salesperson for short term work in Banteay Meanchey, (Kouk Ballangk commune).

The position consists of presenting our newly constructed tap water system to households and getting sign ups so that households can benefit from clean water supply.

About the Position

The right person for the role is someone that is comfortable talking to an audience (usually small groups of 10 people or directly with individual households), with great communication, sales and organisational skills. The position includes:

- Presenting, promoting and selling household connections to our piped water system
- Identify prospective customers, lead generation and conversion
- Achieving agreed upon sales targets and outcomes within schedule
- Organising meetings with local stakeholders
- Be knowledgeable about our service (training will be given)
- Emphasize the features of service to highlight how they solve customer problems
- Contact new and existing customers to discuss needs
- Maintain contact lists and follow up with customers to continue relationships
- Elevating customer's complaints and feedbacks to management
- Developing new sales strategies to acquire new customers

Qualifications

The ideal candidate has:

- Minimum bachelor's degree in related fields (sales, etc.)
- Excellent sales, communication and negotiation skills
- Good prioritizing, time management and organizational skills
- Relationship management skills and openness to feedback
- Khmer and a reasonable level in English
- Confident, Public speaking skills
- Experience in sales and marketing
- Microsoft software (Excel, PowerPoint, Word)

Additional Information

The role can commence immediately. Please send a brief cover letter and resume to Nick Boerema at nick.b@TapEffect.asia

Nick Boerema
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