



<https://decastroconsulting.ph/careers/corporate-sales-associate/>

## Corporate Sales Associate

### Responsibilities

- Meet different monthly, quarterly, and annual revenue targets
- Identify corporate clients through various methods
- Generate different leads
- Maintain good relationships with corporate clients
- Offer various services of the company to the client
- Negotiate different terms and conditions of deals that will be closed
- Ensure customer satisfaction throughout the duration of the contract
- Stay updated on different market trends and opportunities
- Provide feedback from clients to further improve the business
- Create reports on sales performance

### Qualifications:

- At least three (3) years of experience in business-to-business sales
- Has knowledge of the B2B market
- Experienced in conducting fieldwork
- Experienced in communicating with high level executives
- Strong analytical and critical thinking skills.
- Ability to think on your feet.
- Excellent customer service and leadership skills.
- Strong networking abilities.
- Ability to diagnose problems and find solutions.
- Strong degree of diplomacy and the ability to work with a range of different people.
- Ability to remain professional.
- Willingness to work overtime when required.
- Willing to work in a hybrid set-up

### Job Benefits

Health Insurance

13th Month Pay

### Contacts

Email: [hr@decastroconsulting.ph](mailto:hr@decastroconsulting.ph)

### Employment Type

Full-time

### Job Location

Metro Manila, Philippines

### Working Hours

9:00 AM – 6:00 PM

### Date posted

October 18, 2024