

PQ(Prime Quality Training) Pte. Ltd.

Prime Quality Training is a Singapore based industry expert, with a solid track record of operational excellence, innovation and solutions provided in Africa the world's fastest growing continent.

### **IMPROVING THE WORLD**

We provide business intelligences, education and consulting services to the world. Together with international experts, customers, governments and communities, we help companies thrive by applying our insights and over 20 years of experience. We have over 06 operating offices, over 200 employees, and agents in 15 countries who are committed to train the corporate world in a responsible way, reducing process waste, improving business environment and the communities, and economy where we live and work. We are also a dynamic and rapidly-growing business with a commitment to excellence, offering promising opportunities for career development.

### **HOW WE WORK**

Our division produces high quality, industry specific corporate trainings, executive master-classes, technical seminars and practical workshops, in various fields of Finance, Energy, Telecom & IT, Retail, Marketing, Human Resources , Infrastructure, Mining, Real Estate, Aviation, Military,...

Our 02 sales offices in HCM and Hanoi are looking for potential candidates to fulfil various key positions, who will be working to promote PQ's events in Africa.  
Company size: 40-100

## **BUSINESS DEVELOPMENT EXECUTIVE**

### **Job Description**

- Daily communicating via telephone and email with managers and leaders of top businesses and public organizations in Africa to promote our corporate training events.
- Daily perform market research & analysis – Ability to generate your own qualified database through utilizing various avenues such as social media, print media, news, Google, LinkedIn etc.
- Daily perform the role of a business consultant to understand our client's needs and conscientiously match our business portfolio to these needs.
- Assist Sales Team Leader in developing strategic plan for each project
- Work independently and be self-driven within a team structure
- Report to Team Leaders on feedback, progress, potential delegates for the project.
- Strive under pressure and can work in a fast-paced and disciplined environment.

### **Job Requirement**

- English IETLS 4.5 or TOEFL 400 or TOEIC 450 or BULATs 60 minimum required
- Passionate for Sales & Marketing, no experience required.
- Good communication and negotiation skills, confident, positive, result-oriented, disciplined and quick learner.
- Working time 12:00 PM (Afternoon)– 09:00 PM (Evening) Monday – Friday following African Business Timing.
- Able to commit minimum full time 01 year
- Degree holder/ outstanding Diploma holder will be considered
- We also source for candidates to work with French or Portuguese speaking clients, if you have good command of either of these, not necessary English, you are eligible to apply for this position.

**Benefit**

- Salary (From 5 mil up to 10 mil vnd) + Commission (5% up to 13%) + Allowance
- 13th paid basic salary
- 12 paid Annual Leave
- 12 Paid Medical Leave
- 100 USD Reimbursement Medical Expense per year
- Salary\*4 if working during public holidays
- Bonus upon project completion

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