

JOB OPPORTUNITY: **Online Sales Executive**

- Are you passionate about Online selling?
- Are your communication skills excellent and you comfortable reaching out to potential customers to demonstrate services and products?
- Are you driven by quality and results?
- And do you want to be part of a small but growing international team working with international clients and international locations?

We are looking for an experienced **Online Sales Executive**, Vietnamese native speaking to join Dragon Trails Travel Adventures team, Hanoi office.

Job Description

- Generate Leads from corporate accounts and travel agencies for an online B2C/ B2B booking engine
- Actively seek out new sales opportunities; Identify new potential customers, set up ideal prospecting strategies.
- Being responsible for account managing, sustaining and maximizing revenues online sales accounts.
- Seeking new OTAs partner and get the tours of the company listed on.
- Coordinate with OTAs partner for special promotion campaign, update service and support issue case for OTAs partner, including communication with partners.
- Taking care and handling all requests via OTAs
- Search and develop customer system through internet.
- Research market trends, behavior of customers, update customer information, information competitors through the internet.
- Update OTAs activities, action plan and sale report regularly.
- Participate in preparing the sales plan with the Business Development Manager.
- Be open to other tasks requested by the company

Requirements and skills

The ideal candidate will have a passion for online marketing and ecommerce.

- Candidate must possess at least a Diploma, Advanced Higher/ Graduate Diploma in Business studies/ Administration/ Sales/ Marketing or equivalent.
- At least 1 year + work experience in ecommerce, online sales
- Experience in making reports from compiling data.
- Good communication and interpersonal skills
- Good in English (4 skills)
- Proactive in work with a can-do attitude, open mindset and being able to work independently.

Benefit

- Competitive salary and bonus
- Working 5 days/week, 8 hours/ day

Dragon Trails Travel Adventures Co. LTD

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- Comfortable and flexible working environment
- An opportunity to practice and improve your English as 90% of our staff and business partners are non-Vietnamese.
- The company pays your social insurance, and unemployment insurance as Vietnam labor law.
- Summer trip/ 13th-month salary based on the company business result.

How to Apply

Please send your CV plus covering letter to info@dragon-trails.com

The deadline for applications is 30th April 2024, but we will start interviews earlier if there are suitable candidates.

The start of the position is a.s.a.p.

About us

Dragon Trails is an international tour operator that combines international quality with local knowledge. We are specialists in adventurous motorcycle tours and self-drive car routes in Asia and Africa. We develop and customize programs for international tour organizations and private groups.

For more information, please check our website at: <https://www.dragon-trails.com/>

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