



**Position: Reseller**

**Report to: CEO, COO**

**About Connect2Social:**

Connect2Social is a business intelligence software company providing clients with the ability to collect customer data and communicate with customers in a more effective and relevant manner, essentially elevating bricks and mortar businesses to the level of online traders. The software enables businesses to meet legal compliance requirements by providing data on who has used the company WiFi service at any given time.

Connect2Social is a 100% owned subsidiary of Travel Daily Media, a well established and leading B2B travel trade publisher with publications spanning Asia-Pacific, UK, Middle-East, China and India.

**Job Scope:**

As described, the role will encompass a range of after-sales activities within the business. We are seeking a highly organized, analytical and energetic individual with strong communication skills. Ability to multi-task and adapt to changing circumstances. Must be a self-starter with a positive attitude. The role will provide an opportunity to learn a range of business functions and grow into a Business Manager role for Thailand and other countries. Our customers range from small retailers such as Cafes and Restaurants, through to large clients including Hotels and Shopping Centers.

**Responsibilities:**

- Conduct market research, identify market trends and gather business intelligent information
- Implement strategic sales & marketing plan annually, quarterly and monthly
- Create prospect list in targeted area and set up meeting with potential clients
- Conduct product presentation, provide necessary detail and deliver sales closure
- Develop new key account and maintain healthy relationship with existing client
- Provide initial training for new clients

**Qualifications:**

- 3-5 years in sales and business development
- Bachelor degree in Business Administration or related field
- Self-starter, result driven, can-do attitude, service minded
- Fluent in English, effective communication skills
- Computer literacy

**The success candidate can earn up to 50% commission.**

To apply for this position please send your resume to [noei@connect2social.com](mailto:noei@connect2social.com)

Only those candidates selected for interviews will be contacted.