

## Account Executive

### Requirements:

- 25-30 years old.
- University degree or equivalent, international trade/metal materials or relevant majors.
- At least 2 years working experience in international trade.
- Can work independently, actively, seriously, under pressure.
- Strong interpersonal with high team spirit.
- Fluent and effective in both spoken and written Chinese and English
- Willing and able to travel

### Responsibility:

- Develops and executes daily activity model to build a 30/60/90 day funnel to include ongoing cold calling, prospecting, telemarketing, territory planning and relationship building strategies designed to meet or exceed monthly quota.
- Continually enhances product and service knowledge by keeping current on Brilliance MAHK products and services through on-the-job training provided through various internal resources and understand how it applies to prospective opportunities. Takes fast action to drive personal skill development.
- Develops and maintains positive relationships with prospects and resources. Understand the dynamics of prospective organizations to align appropriately with key decision makers and decision influencers to determine needs, identify opportunities, and determine the overall opportunity for the customer to effectively present the most.

### What we provide:

- We are a fast growing international import / export enterprise.
- Our client are multinational enterprises
- We have an international team
- We provide a friendly and modern working atmosphere
- We provide opportunities for our employees to lever their skills

if you would like to apply for this postion, you can email to:  
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