



Business Development Intern

QuickDesk

LOG IN TO APPLY

 Management trainee

 Full-time

 Please log in to view salary

 Menara UOA Bangsar, Kuala Lumpur



About The Job

We are seeking driven Business Development Interns to boost our Business Development Team in scaling QuickDesk Services and Products, and acquiring more customers. You will be the initial contact with our prospects and potential customers. You will contribute to our hyper growth by contributing ideas and leading projects to promote our productivity solutions, hence attract more customers.

You will learn how to be an effective prospector and how to close more sales. You will be equipped with selling skills, e.g. value selling, consultative selling, as well as presentation and pitching skills. You will also be geared with objection handling and negotiation techniques. This position comes with structured and comprehensive on-the-job training.

What you will do:

- Acquire new accounts via phone, events or direct visits to clients;
- Assist with Digital Marketing efforts;
- Assist with Customer Support and Success portfolio;
- Establish strong relationship with prospects and existing clients;
- Attend to incoming sales enquiries;
- Provide customers with solutions in line with their needs;
- Deliver superb customer service to our clients and ensure customer satisfaction;

Job Requirements

- Keen to learn in the area of Sales, marketing and customer support;
- Self-motivation and a competitive, result-driven attitude;
- Fast learner, punctual and willing to put in extra effort to learn and to be absorbed as permanent member of the company;
- Confident and articulate presentation skills;
- Persuasive verbal and written communication skills in English;
- Excellent interpersonal skills.

Our Culture

ABOUT US!

Based in KL, **QuickDesk** is a Sales Solution Company equipping SMEs and Sales Professionals with Simplified Sales Engagement CRM Solution to drive their sales productivity in Asia.

Singapore and after servicing more than 800 SMEs over the past 2 years since product launch in 2016, we are now expanding to more markets in Asia-Pacific, such as Malaysia and Hong Kong.

Our Vision:

To be the Choice Collaborative Sales Solutions Provider for Sales Professionals & Businesses Internationally

Our Mission:

To value-add to Businesses & Sales Professionals and grow their bloodline - their revenue - by equipping, empowering, enriching & engaging them with relevant sales solutions.

WORKING WITH US!

- We are a young and dynamic family
- We love to Learn and Grow
- We love to achieve Success as a team
- We constantly learn and use technologies to boost our productivity
- We love helping Businesses increase their sales productivity efficiently and effectively

