

## CORPORATE CUSTOMER ADVISOR SALES DEPARTMENT- LAE BASED ROLE

Theodist Ltd. stands as Papua New Guinea's premier retailer and supplier, catering to businesses, educational institutions, government entities, and individual customers. As a company committed to excellence, we take pride in providing top-quality stationery, office products, survey equipment, computers, and more. Our dedication to integrity, teamwork, and customer satisfaction has positioned us as an industry leader.

We are seeking an experienced and organized Corporate Customer Advisor to join our team in Lae. The successful candidate will play a crucial role in managing C-level relationships and growing our business within the client base. This role is essential in maintaining our commitment to delivering high-quality service and customer support.

### JOB OVERVIEW:

Reporting directly to the Regional Manager, the Corporate Customer Advisor will be responsible for managing C-level relationships, growing existing business, and strategically positioning Theodist's products and services

### KEY RESPONSIBILITIES:

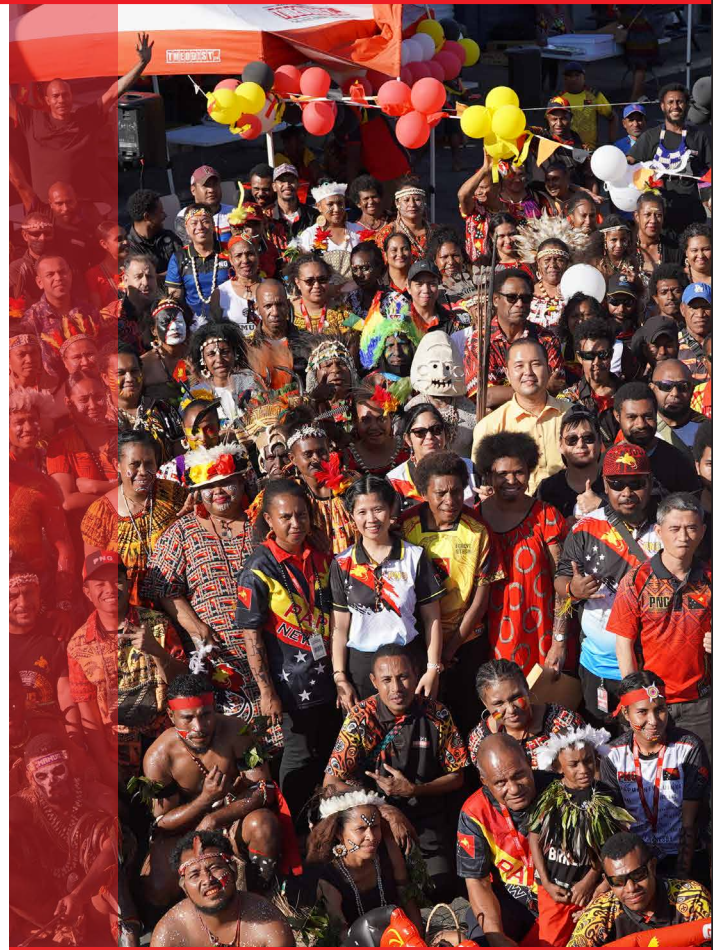
- Manage C-level relationships within existing customers.
- Grow existing business within the client base using the full portfolio of products, solutions, and services.
- Maintain knowledge of competitors to strategically position
- Theodist's products and services.
- Develop pursuit plans and manage the pipeline to ensure alignment with account managers.
- Establish a professional, consultative relationship with clients by understanding their unique business needs.
- Interface with internal and external industry experts to anticipate customer needs and facilitate solutions development.
- Build sales readiness and reduce client learning curve through effective knowledge transfer.

### QUALIFICATIONS AND SKILLS

- 3+ years of advanced sales experience.
- Demonstrated success in achieving sales targets.
- Knowledge of private and public sector industries.
- Strong communication and negotiation skills.
- Ability to lead and motivate a team.

### PREFERRED ATTRIBUTES:

- Full driving license (preferably Class 3).
- Proven track record in corporate sales.
- Excellent networking skills.
- Knowledge in Pronto.



## How to Apply

If you're a passionate individual who shares our values and wants to make a difference at Theodist Ltd., we'd love to hear from you!

To apply for an open position, please fill out the application form by providing the following information:

- First Name
- Surname
- Email
- Phone
- Position(s) you are applying for (select from the drop-down menu)
- Cover letter & Resume (upload file)

**Deadline: The closing date for applications is Friday, December 27th, 2024.**

Theodist Ltd. is an equal opportunity employer, and we welcome applications from candidates of all backgrounds and experiences.



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www.theodist.com