JOB DESCRIPTION

Job Title: Sales Account Executive (Acerpure)
Department: Channel Sales
Reports To: General Manager, Business & Marketing

Job Summary
The Account Executive for Acerpure will support the development of the Acerpure business by managing day-to-day relationships with channel partners, supporting sales and marketing activities. The role is suitable for an energetic and motivated individual who is keen to develop their sales, product and account management experience.

Key Responsibilities

- Manage and maintain good working relationships with existing channel partners and customers.
- Support the development of new sales opportunities and assist in expanding the customer base.
- Promote Acerpure products and develop good product knowledge to effectively support customers and partners.
- Assist in planning and executing channel programs and marketing activities, including sales promotions, trade shows and roadshows.
- Work towards assigned sales targets and support the achievement of overall business and revenue objectives.
- Collaborate with the Marketing team on activities to enhance Acerpure's brand presence and visibility at retail storefronts.
- Work closely with Acer Retail Specialists at partner stores and provide support to drive product awareness and sell-through.
- Monitor competitor activities, market trends and customer feedback, and share relevant observations with the team.
- Prepare basic sales updates, reports and other information required for business reviews. Perform other sales and business-related duties as assigned.

Qualifications & Experience

Education

- Diploma or Degree in any discipline.

Experience

- 1 – 2 years of sales or account management experience, preferably in small domestic appliances or household products.
- Good communication and interpersonal skills with the ability to build positive working relationships.
- Self-motivated, energetic, and willing to learn.
- Willing to support sales events, trade shows and roadshows when required.