



**Learning. Technology. Innovation.**

### **Peak Pacific Limited**

Headquartered in Hong Kong, **Peak Pacific** is a global market leader in Learning, Technology and Innovation.

We are seeking talented, ambitious professionals to join our team to provide strategic leadership and inspire behaviour-changing ideas across multiple areas internally and our high-profile clients.

You will have the opportunity to work with globally recognised companies in industries where high stakes compliance and regulations matter and the opportunity to design and develop game-changing strategies with clients who welcome innovation and fresh thinking.

You will also play a key role in inspiring clients in the Airline, Transportation/Logistics, Banking/Finance, Healthcare, and other exciting verticals to find adventurous new ways to excite and engage learners across digital learning, enabling technologies, social media, gamification, mobile, VR, 3D, and other modes of learning and training.

**Hong Kong | India | Philippines | Singapore | UK | USA**

## Inside Sales Executive

### Who are we looking for?

Our inside sales team drives our company's efforts to find new customers, retain current customers, and develop innovative solutions for bettering our products and services. As an inside sales executive, you will play a decisive role in establishing relationships and marketing our company's brand in a way that is positive, honest, and professional. You would be a great fit for our team if you like to combine superior listening and communication skills with a warm personality to build instant rapport and further our business initiative. If you enjoy talking to people and helping people see the value in new products and services, this is the job for you!

### What are you responsible for?

- Maintaining a high level of activity by cold calling on an existing/new database of clients/prospects with a view of pitching learning solutions.
- Responsible for lead generation and building healthy opportunity pipeline by prospecting the data to ensure sales team achieves and exceed annual sales numbers.
- Generating well-qualified appointments/ teleconferences for the Field Sales team with key decision makers.
- Set, generate meetings and sense opportunities on phone.
- Research companies and source information related to the company, prospect and their needs for our services through web using tools like LinkedIn, Zoominfo, Lusha, etc.
- Support the Sales team by providing sales data, market trends, forecasts, account analyses, new product information and competitive analysis.

### What do you need?

- Minimum of two (2) years' experience in Inside Sales (preferably outbound calls) handling Corporate Clients is mandatory
- Holds Bachelor's Degree or MBA
- Excellent written and verbal communication skills
- Good commercial acumen
- Excellent presentation and demonstration skills
- Excellent organizational skills
- Good listening skills
- Ability to explain and present technical solutions
- Excellent relationship-building skills
- Experience in selling learning products and service will be a plus
- Exceptional command of English

### What can we offer?

We offer an exciting opportunity to work with leading blue-chip companies, competitive remuneration benefits and comprehensive career development prospects.

Interested parties should apply in strict confidence with a detailed resume indicating current, expected salary and earliest availability to [careers@peakpacificgroup.com](mailto:careers@peakpacificgroup.com)  
*(All personal data collected will be used for recruitment purpose only).*