

PAYMENT SERVICE SALES DIRECTOR

BUSINESS BACKGROUND

The Vietnam Consulting Group (VCG) is the first and largest professional consulting and outsourcing partner of most banks in Vietnam in integrated training, marketing and technology transfer of the bankcard services since 2003. VCG have two active and unique members in its outsourcing services - BankMart and ServiceVIP24, which both dedicate themselves into marketing and distributing retail banking services at their own niche.

BankMart provide outsourcing services for all major banks in Vietnam include Agribank, Incombank, BIDV, ACB, Sacombank, Southernbank, VIB, Techcombank... In the bankcard business, Bankmart distribute ATM (member of Connect 24, Banknet, and VNBC), debit cards, credit cards (Visa, Mastercard)... of selected banks to all available channels namely retail, wholesales, key account and on Internet. On the other hand, BankMart also provide total solution to the card acquiring business (hardware, software, services). Serving thousands of merchants across the country with its POS merchandising and maintenance to hotels, restaurants, café, bars, supermarkets, shops, tourist agencies... since 2003, Bankmart is the first and only non-bank company of its kind to leverage current services to maximize synergy by forward integrated to the market. Bankmart is seriously exploring the loyalty membership, cashcards, smartcards business, to take full advantage of being the market trailblazer in Vietnam and further to other countries.

VIP24, the long term exclusive partner of Vietcombank, which dedicate full bankcard service package to Vietcombank, other than that VIP24 expand its money remittance services representing the US company, XOOM, the first and largest online money transfer company in Vietnam. VIP24 carry out pick-up, delivery and direct deposit into bank account. VIP24 have authorized six bank members who are sub-distributors of XOOM's service to cover all 60 cities and provinces of Vietnam. In 2007, Vip24 is expanding its money transfer business to outbound (Vietnam to other country), local (within Vietnam) and also cooperate with more money transfer companies i.e. Western Union, Ria, Moneygram... exercise its supermarket concept. Last but not least, the telemarketing team of Vip24 have been taking advantages on the database and connection of Vietcombank accounts to promote Amex-cobrand with Vietnam Airlines, and various direct marketing programs to develop new customers and retain the loyal ones helping thousand of merchants across the country.

JOB DESCRIPTION

Reporting directly to the Managing Director and Head office for working plan and result, this person is responsible for the success for sales and marketing of the following payment service solutions for the whole Vietnam open:

- Bankcard services: in charge of marketing and distribution services of the issuing and acquiring of all ATM and debit cards, cash cards, as well as credit card of all banks available in Vietnam under selected brand i.e. Visa, Mastercard, American Express, Diner Clubs, JCB... to all channels include retails (individual), wholesales (corporate) and key accounts.
- Money remittance services: in charge of marketing and distribution of pick-up, delivery, and direct deposit services on behalf of money remittance partners include Xoom, Western Union, Ria, Vina USA... to both individuals and business (merchant) segments. Tasks in 2007 include applying money remittance as payment tool for ecommerce and merchant transactions.
- Card loyalty membership services: in charge of marketing and sales of the Customer Loyalty Solutions to businesses in the hospitality and retail industry, restaurant & hospitality industries and for the salon & beauty industry... to help improve customer acquisition, customer retention and spending.. Jobs start with recruiting membered merchants to join the Vip24, worldcard..., then buy or lease the software solution and finally promoting the outsourcing CRM services.

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Daily and expected tasks are included, (but not limited to), as follows:

- Ready for traveling inland and abroad to study new products and services, to survey markets and develop new products and/or services to execute in target market as expansion plan
- Establish full coverage and achieve targets via manage direct distribution channels include physical retail sites in target group meeting point (TGMP), and virtual sites on the Internet.
- Establish full coverage and achieve targets via manage indirect distribution network of dealers, spotters, referral, agents and/or seasonal promoters/sales force.
- Supervise and provide training, coaching and monitor sales team. General sales administration, control timely & accurate reporting to all direct sales team including corporate, wholesales, key accounts, mobile and retailed teams.
- Communicate, consult, and offer services to new & existing customers. Conduct technical and business communication with customers. Coordinate with technicians, specialists to visit potential clients, capture sales lead, analyze client's needs and fulfill (targeting banks, hotels, restaurants, café, bar, supermarkets, shops and labor intensive corporations)
- Manage customer network information gathering by update, maintain, and develop accurate, detailed customer database. Utilize it to account manage, & penetrate existing business and CRM services.
- Provide a range of customer support; technical queries, offer solutions, training, inspection and demonstrations. After-sales customer care and liaison with customer & service department for repairs & maintenance.
- Develop, update and supply document to teams, BOD and customers include:
 - o Proposals, execution plan briefs
 - o Products training marketing, presentations
 - o Contract and sales document,
 - o Marketing/sales field reports and CRM document

JOB REQUIREMENTS

- University degree (in Engineering is preferable but not compulsory required)
- Professional sales and marketing skill certificates are preferable
- At least 2 years experiences in same position and / or bankcard business are preferable
- Technical sales experience are preferable; strong technical skills in telecommunications,
- Good selling and communication skill; Good command in English
- Motivated attitude, team oriented, flexible and able to handle pressure;
- Good planning and organizational skills; Independent working ability;
- Good market acuity, punctuality and accuracy in actions and reports
- Fast-learning, analytical, and negotiation skills, responsiveness in problem solving,
- Good business ethics and respect confidentiality