



## Job Description

### Sales Officer (Part or Full time)

Phnom Penh, Cambodia

Phnom Climb Community Gym is Cambodia's only indoor climbing facility. As a Sales Officer, you will find new customers and build partnerships with schools, companies, and NGOs.

At Phnom Climb, we pursue a high standard of safety and customer service. Our vision is to create a vibrant and diverse climbing community in Phnom Penh. This position is like no other. You will have the opportunity to work with an amazing young, aspiring team within an international, colorful and growing community.

We are looking for an energetic individual with a fun personality to work part-time or full-time. This is a great opportunity for young professionals with limited experience. We are looking for someone who is driven to learning new skills in a dynamic environment, passionate about sports, and a team player who is committed to working hard.

### Responsibilities

- Conduct research to generate lists of new potential customers
- Build contacts to those potential customers
  - Through visits
  - Through phone calls
  - Through email campaigns
- Build up relationships and generate business value to those contacts
  - Understand their business model, vision and needs
  - Understand how they make decisions and find the decision maker
  - Supply continuous information to build up a trustful relationship
  - Stay in touch and stay relevant
- Create proposals and pricings
  - Present climbing activity solutions and pricing to those customers
  - Explain the offer clearly
- Negotiate and close contract
  - Lead and drive negotiation discussions
  - Discuss price negotiations with the CEO
  - Find ways to expand the business to create more value for both parties
  - Evaluate dates and times in coordination with the teaching staff
  - Prepare service agreements once ready
  - Obtain signatures for the contract, scan and send back to client
- Keep relationship
  - Stay in touch after program, inquire for feedback, stay relevant



## **Qualifications and Skills**

- Good written and spoken English
- Outgoing - Must be comfortable talking to expats and Cambodians
- Courageous and not afraid to show authority if necessary
- Strong work ethic - Must be able to work on a reliable schedule
- Team Player
- Previous climbing experience preferred

## **What to do next:**

Feel like you've just read a description of yourself and your dream job?

Apply now with your CV and a cover letter explaining your motivation and how you are the best fit for this role by emailing us at [welcome@phnomclimb.com](mailto:welcome@phnomclimb.com).