



Job Ad for Sales Person - Networking Products

Company Overview: On Board Marine Group Limited is a dynamic and innovative company committed to delivering excellence in our products and services. We are seeking a motivated and detail-oriented Sales Person to join our team and contribute to our success.

Position: Sales Person - Networking Products

Location: Wong Chuk Hang

Job Type: Full-time

Responsibilities:

- Develop and maintain strong relationships with new and existing customers.
- Identify and pursue new sales opportunities within the networking product market.
- Present and demonstrate products to potential clients, highlighting their features and benefits.
- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contracts and close sales to meet or exceed sales targets.
- Provide post-sales support and ensure customer satisfaction.
- Stay updated on market trends and competitor activities.
- Collaborate with the marketing team to develop effective sales strategies and campaigns.
- Attend trade shows and industry events to promote products and expand the customer base.

Targeted Products Sold: OBMG has recently been appointed as the sole distributor for a reputable brand in the networking and communications space in Hong Kong, Taiwan, and China. This brand offers market-leading and cutting-edge products for cellular, networking, and communications. Ranked among the top 5 in the industry, this brand ensures exceptional quality and innovation.

- Networking products designed for reliable and secure connectivity.
- Solutions for building solid IoT (Internet of Things) and M2M (Machine to Machine) infrastructure.
- Enterprise networking products with advanced remote management capabilities.
- Products that are quick to deploy and easy to manage.
- Ideal for businesses looking for efficient and scalable networking solutions.
- Wide array of products catering to different networking needs and environments.
- Features include high performance, robust security, and user-friendly interfaces.

Requirements:

- Proven experience as a Sales Person or in a similar role.
- Experience with networking products and technologies.
- Strong understanding of networking products and technologies.
- Excellent communication, presentation, and negotiation skills.
- Ability to build and maintain long-term customer relationships.
- Self-motivated with a results-driven approach.
- Proficiency in MS Office (Word, Excel, Outlook).
- Ability to work independently and as part of a team in a fast-paced environment.
- Flexibility to adapt to changing priorities and work effectively under pressure.
- Experience in the IoT, M2M, or enterprise networking industry is preferred.

Benefits:

- Competitive salary commensurate with experience.
- Health insurance plan.
- MPF Insurance.
- Generous holidays package.
- Opportunities for professional development and advancement within the company.
- Collaborative and supportive work environment.
- 5-day work week.

Employer Questions: Your application will include the following questions:

- Which of the following statements best describes your right to work in Hong Kong?
- What's your expected monthly basic salary?
- How many years of experience do you have with networking products and technologies?