

## CORPORATE CUSTOMER ADVISOR SALES DEPARTMENT - POM BASED ROLE

Theodist is a leading company renowned for its commitment to excellence and innovation. We pride ourselves on our dynamic team environment and our dedication to providing outstanding service and value to our clients. As we continue to grow, we are looking for passionate individuals to join our team and contribute to our success.

We are seeking an experienced and organized Corporate Customer Advisor - Outbound to join our team in Port Moresby. Reporting directly to the Sales Manager, the Corporate Customer Advisor - Outbound will be responsible for managing C-level relationships, growing existing business, and strategically positioning Theodist's products and services.

### JOB OVERVIEW:

Reporting directly to the Regional Manager, the Corporate Customer Advisor will be responsible for managing C-level relationships, growing existing business, and strategically positioning Theodist's products and services.

### KEY RESPONSIBILITIES:

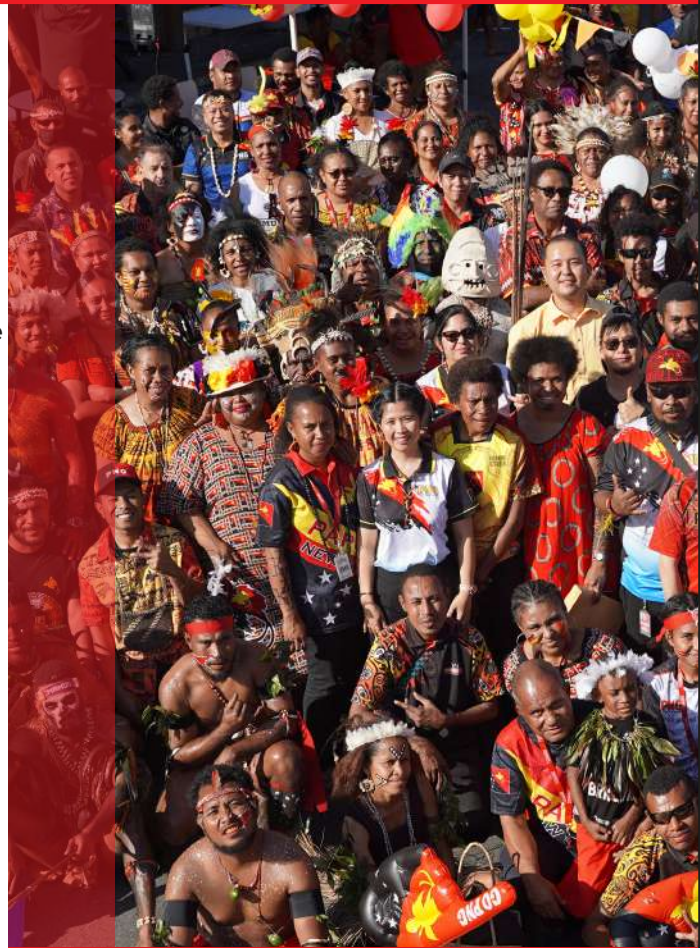
- Build and maintain strong relationships with existing and potential corporate clients
- Achieve sales targets and contribute to overall revenue growth
- Respond to client inquiries and provide timely, accurate information
- Prepare quotations, proposals, and sales reports
- Coordinate with internal teams to ensure seamless service delivery
- Maintain knowledge of competitors to strategically position Theodist's products and services
- Develop pursuit plans and manage the pipeline to ensure alignment with account managers.
- Establish a professional, consultative relationship with clients by understanding their unique business needs.
- Grow existing business within the client base using the full portfolio of products, solutions, and services.

### SKILLS

- Minimum of 3 Years experience with proven records in sales, customer service, or account management (corporate environment preferred)
- Strong interpersonal and negotiation skills with Excellent networking skills.
- Exceptional verbal and written communication skills with an outgoing personality
- Ability to meet targets and work under pressure and Knowledge of private and public sector industries.
- Good organizational and time management skills
- Proficiency in Microsoft Office and CRM systems
- Full driving license (preferably Class 3).
- Diploma or Degree in Business, Marketing, or a related field

### Why Join Theodist?

- Gain specialized expertise through comprehensive training and mentorship
- Thrive in our collaborative, results-driven culture, surrounded by like-minded peers.



## How to Apply

If you're a passionate individual who shares our values and would like to make a difference at Theodist Ltd., we'd love to hear from you!

To apply for an open position, please fill out the application form by providing the following information:

- First Name
- Surname
- Email
- Phone
- Position(s) you are applying for (select from the drop-down menu)
- Cover letter & Resume (upload file)

**Deadline: The closing date for applications is  
May 13, 2026**

Theodist Ltd. is an equal opportunity employer, and we welcome applications from candidates of all backgrounds and experiences.