

CORPORATE CUSTOMER ADVISOR LAE BASED

**Join Papua New Guinea's Leading Technology
& Business Solutions Provider!**

THEODIST Limited has been serving Papua New Guinea for more than 50 years and is the Country's leading technology and business solutions provider. Supporting corporate, government, mining, education, and commercial customers nationwide, THEODIST continues to expand its portfolio of innovative products and services.

We are seeking an experienced and organized Corporate Customer Advisor to join our team in Lae. The successful candidate will play a crucial role in managing C-level relationships and growing our business within the client base. This role is essential in maintaining our commitment to delivering high-quality service and customer support.

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:

- Manage C-level relationships within existing customers.
- Grow existing business within the client base using the full portfolio of products, solutions, and services.
- 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.
- Interface with internal and external industry experts to anticipate customer needs and facilitate solutions development.
- Build sales readiness and reduce client learning curve through effective knowledge transfer.

QUALIFICATIONS AND SKILLS REQUIRED:

- 3+ years of advanced sales experience.
- Demonstrated success in achieving sales targets.
- Knowledge of private and public sector industries.
- Strong communication and negotiation skills.
- Ability to lead and motivate a team.

PREFERRED ATTRIBUTES:

- Full driving license (preferably Class 3).
- Proven track record in corporate sales.
- Excellent networking skills.
- Well versed with using Microsoft Office

WHAT WE OFFER

- Competitive salary package.
- Supportive and collaborative work environment.



How to Apply

If you're a passionate individual who shares our values and wants 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)

Submit your CV to: jobs@theodist.com.pg

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



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www.theodist.com