



## Job Announcement

Established in 2002, ATS is the one of the leading and fastest growing company in Cambodia designing, manufacturing and proposing energy distribution solution meeting the specific needs of the industry, infrastructures, energy, building and transportation markets. Our product portfolio includes: Low and Medium Voltage switchboards (OEM), Busways, Distribution transformers, Automation solutions, Power electronics, Energy conversion and professional LED lighting.

To cope with the quick growth of our companies, we are looking for the following candidate:

### Position: Client Solution Executive

Report to: **Head of Client Solutions Executive**

Report from: Customer

Location: Phnom Penh

### Responsibilities:

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking, road show and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products/ services
- Create frequent reviews and reports with sales and financial data using company's CRM
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team to achieve better results

### Requirements:

- Presentation skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales
- Fast learner and passion for sales
- 1-2 Years minimum experience in operation job is a must.
- Ability to work independently/ as team member/under pressure and long hours.

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- Be confident and self motivated.
- Good interpersonal skills.

Interested candidates should submit a cover letter and comprehensive Resume to the following email:  
[human-ressources@ats.com.kh](mailto:human-ressources@ats.com.kh) & [e-mail@ats.com.kh](mailto:e-mail@ats.com.kh)

All submission documents cannot exceed 1 MB, otherwise candidate will be dismissed. Only short listed candidates will be contacted.

**Deadline: Open**

Contact Information: Ms. Chhun Rathana, Tel: 070 555 118

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