

Assistant Sales & Marketing Manager

We are seeking for a highly motivated and well-organised Sales and Marketing manager to assist us in marketing and promoting our company's services, as well as in establishing competitive advantages for our company in our market industry. The sales and marketing manager is responsible for developing engaging sales strategies, promoting the company's brand, driving strategies to increase awareness, and achieving sales and marketing goals. You have a wealth of knowledge and expertise in sales and marketing, strong interpersonal and communication abilities who are passionate in the blockchain space

Duties:

- Promoting the company's existing brands and introducing new and existing products and services to the market.
- Plan and develop effective lead generation and conversion funnelling systems. Contact and qualify leads and prospects identified through established marketing efforts and existing business partner relationships.
- Meets marketing and sales financial objectives by forecasting requirements and preparing annual budgets.
- Researching and developing marketing opportunities and plans, understanding clients' requirements, identifying market trends, and actively suggesting system improvements to achieve the company's sales and marketing goals.
- Research and capitalise on different marketing opportunities to increase the marketability and profitability of the company's offerings.
- Stimulate sales activities to attain or exceed revenue objectives on monthly, quarterly and yearly basis.
- Gather, investigate and summarise data and trends to provide accurate information through reports.
- Support preparation of monthly, quarterly and yearly sales projection along with pipeline reports.
- Design, development, and upkeep of websites, blog pages, collateral materials like brochures, videos and trade show graphics etc.
- Support in the branding of the company, products and services at international conventions and trade events.

Requirements:

- Diploma or Bachelor's degree in marketing, business administration, or related field.
- 3-5 years' experience in marketing or sales.
- Strong digital sales and marketing skills, including knowledge of search engine optimisation, funnel and automation, social media management, digital marketing and analytics software and extensive selling techniques and strategies.
- Evidence of ability to innovate and implement change successfully.
- Strong written and verbal communication, interpersonal, and customer service skills.
- Attention to details, solid analytical skills and a strong desire to achieve results.
- Excellent copywriting skills are required, and design skills are a plus.
- Able to work under pressure

What we offer:

- Being part of a multi-cultural and cross-functional team
- Be at the cutting edge of the technology and transformation into the future
- Competitive salary that will be revisited frequently as the business grows
- Tremendous growth potential within the company
- A promotion to a leading role if you exhibit relevant competencies
- Flexible working conditions allowing you to structure your own job
- Performance based incentives and commissions