



PARTNER ADVISOR

Under Business Success Group - Acquisition

Job Definition:

This position contributes to DPC success by acquiring new business partners by recommending the best advertising solutions directed towards maximum profitability.

Key Accountabilities:

- **Achieve target quota for the year, and/or for a specified period within the canvass year**
- **Identify and screen new business opportunities in the assigned territory through face to face visits, cold calls and networking**
- **Provide a complete solution and quality service to prospective partners through the fulfillment of their YP platform**
- **Coordinate issues and concerns of prospective partners with the different internal departments if necessary**
- **Update, report and log all daily activities through SFDC**
- **Update the Territory Sales Manager of their locations using Viber**

Qualifications:

- **Graduate of a Bachelor's/college Degree in Economics, Business Studies / Administration / Management, Marketing, Commerce or equivalent**
- **Excellent oral and written communication skills**
- **Proficient in MS Office applications**
- **Highly persuasive, goal-driven, passionate and with high tolerance for stress**
- **With proven track record in solution selling**
- **Ability to work under minima supervision**
- **Willing to do fieldwork**