

# Account Executive

DigiSource

HOT

Hiring

## Salary

8,000,000 - 10,000,000 VND

### Company Information

Company Name:	DigiSource
Industry:	Business Services (Dịch Vụ Cho Doanh Nghiệp)
Address:	TP Hồ Chí Minh
Website:	<a href="https://digisource.vn">https://digisource.vn</a>

Work Location: Hồ Chí Minh

Recruitment Quantity: 1 positions

Job Level: Junior, Middle

Job Type: In office

### Required Skills

Sales Methodology & Skills (Kỹ thuật & Kỹ năng bán hàng)

Customer Service (Chăm sóc khách hàng)

Quản lý Quan hệ Khách hàng (CRM)

Account Management

## Job Overview

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- Manage existing enterprise clients and develop new business opportunities
- Identify recruitment and training needs, propose appropriate solutions
- Coordinate service delivery and ensure client satisfaction
- Collaborate with Marketing team to develop and optimize CRM system
- Contribute business requirements for CRM improvement
- Support marketing campaigns and evaluate effectiveness
- Achieve assigned revenue targets

## Job Requirements

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### Experience & Education:

- Bachelor's degree in Business, Marketing or related fields
- Minimum 2 years in Account Management, B2B Sales, or Client Services
- Experience with CRM systems and digital marketing preferred
- Background in recruitment/HR industry is a plus

### Skills:

- Excellent communication and presentation skills
- Strong relationship building and negotiation abilities
- Business-oriented mindset with strategic thinking
- Proficient in MS Office and CRM tools (Salesforce, HubSpot)
- Good English communication is an advantage

### Personal Qualities:

- Proactive, responsible, and result-driven
- Creative problem-solver with attention to detail
- Strong team collaboration skills

## About Company

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Starting as tech startup builders and developers, we always wonder how to build enthusiastic, responsible team members and above all, they are fit for unique company cultures. We come from many different positions, not only from recruitment but also from experienced IT Engineers, Business Development Managers, Digital Marketing Experts, Product Owners,...DigiSource's strength is a deep understanding of real needs and pain-points of employers. We provide helpful advice and consultants boosting recruitment strategy in different business stages. DigiSource's well-known recruiting fields:

- Information technology
- Digital marketing

DigiSource's current customers mainly are Vietnamese entrepreneurs, businesses are located in Hanoi & Ho Chi Minh City. Ho Chi Minh City, With many different fields: Game, FMCG, Advertising Agency, Adtech, Protech, Outsourcing,.....In addition to the internal recruitment team, DigiSource has a network of recruiting collaborators and job seekers communities with 40,000 members who are active on social channels and OTT (Zalo, Telegram, Skype. ..)

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Job opportunity from TalentHunter.Asia

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