



## TECHNICAL SALES REPRESENTATIVE

### About Us

Kiu means "Bridge" - a bridge that connects people and businesses together. We are a social enterprise that is impacting small businesses today to make for a better Cambodia tomorrow. We work with small and medium-sized businesses (SMEs) and enable them to run their businesses more efficiently. When SMEs prosper, so do the communities they come from. Kiu develops powerful technology tools to help companies succeed. We will help you do the same with your career. In 2015, Kiu pioneered the idea of a fully integrated, cloud-based business management platform for the emerging markets, creating a whole new economy. Today, Kiu has helped over 25,000 companies and millions of careers grow like never before.

For more information, please visit our website at [www.kiuglobal.com](http://www.kiuglobal.com).

### Your Role

Kiu Global is building a platform that offers simple, flexible, and affordable tools for enterprises to manage their businesses and access credit. To go global faster, we are looking for someone who is passionate about: financial technology, banking software, and enterprise resource planning (ERP) software.

Our team focuses on helping businesses to digitally transform their processes and delivering the best solutions to our customers so they can better manage their businesses and be equipped with all the right tools to grow their businesses.

As you are building products for businesses of all different industries, you will be able to learn more about how businesses operate in addition to being able to hone your own industry knowledge and gain invaluable technical skills and experience to level up your career.

### Requirements

- University degree is required;
- Excellent interpersonal skills and negotiation abilities;
- Customer-service oriented;
- Great communication in both English and Khmer language;
- Good level of computer and email literacy;
- Strong business or technical knowledge;

- Enjoys challenges and able to work both independently and in a team;
- Experience in using or selling Accounting or ERP systems such as Quickbooks, Xero, SAP or Oracle is a major plus;

### Responsibilities

- Seek new clients and partners;
- Implement sales strategy and meet sales targets;
- Log sales activities on a CRM system;
- Schedule meetings and present to clients on our company products and services;
- Generate sales leads via cold calling and networking events;
- Negotiate the terms of agreement and close deals.

### Benefits

- Salary: US\$300-400+ commissions (depends on experience);
- 18 days of paid annual leave;
- Paid public holidays according to the statutory regulations;
- Training provided;
- Team building dinners, company trips, etc.;
- Friendly, start-up working environment with awesome colleagues;

### Working time and location

- From Monday - Friday (8:00 AM – 5:00 PM)
- Kiu Cambodia Office – Phnom Penh, Cambodia

### How to apply

All interested candidates, please send your CV in English to:

- Director - Mr. Dara Ouk
- Email: [dara@kiuglobal.com](mailto:dara@kiuglobal.com)

*\* Please note: We thank all applicants; however, only short-listed candidates will be contacted for interviews.*