



TapToPay Ltd. – Sales and Marketing Executive

[TapToPay Ltd.](#) designs, develops and delivers end-to-end smart card solutions with a focus on payment and transportation applications. TapToPay is working towards unifying payment with smart cards and mobile phones for retail and transportation use. Serving large projects internationally - most notably in the Philippines - TapToPay has been chosen by top conglomerates and other reputable businesses to be the technology powering their retail and transportation payment solutions. Apart from our success in smart card payment solutions, TapToPay is also building other large-scale, mission-critical systems such as intelligent transportation systems, online payment systems, physical access control systems, etc.

TapToPay is looking for high caliber professionals who are ambitious and eager to contribute and accept new challenges to join our global and dynamic team for the following position:

Sales and Marketing Executive

Responsibilities:

- Proactively manage customer relationship and overall account deliverables
- Operate as the lead point of contact for all matters specific to customers and oversee all operational activities of existing projects
- Perform data analysis in respect to customer inquiry and complaint
- Prepare presentation and marketing materials, technical and financial proposals for sales pitches and tenders
- Travel to meet existing or new customers and deliver presentations and product demonstrations
- Collaborate with the Project Implementation team to ensure on-time system delivery
- Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment
- Perform regular market analysis and identify business opportunities in various regions
- Assist with high severity requests or issue escalations as needed
- Handle ad-hoc tasks including minutes taking, device testing and inventory control

Requirements:

- University graduate in any discipline, preferably in information system, system engineering or business administration
- Experience in managing major sales accounts will be a plus
- Able to work quickly and accurately on an independent basis and displaying the initiative to quickly identify action items
- Able to perform data and numerical analysis on mass production data
- Possess proven ability to manage multiple projects at a time while paying strict attention to detail
- Must have the ability to effectively present information, respond and follow-up on questions and inquiries from customers and other supervisors
- Exposure in payment or smart card related industries an advantage but not essential
- Excellent spoken and written English and Chinese (Cantonese and Mandarin)
- Strong communication, negotiation and presentation skills
- Able to establish and maintain goodwill with customers
- Willing to travel (after the pandemic)

We offer good training opportunities and promotion prospects, as well as group medical insurance and dental scheme to successful candidates. Please send your cover letter and full resume to hr.campus@acs.com.hk with reference no. [PU-HKSM007] quoted in the email subject.

*Personal data is collected for employment purpose only.