**Job Details 工作内容**

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| Company Name: 公司名字 |  |
| Company’s website: 网址 |  |
| Working location: 工作地点 | Studio City, Macau |
| Job title: 职位 | Account Executive, Sales  Division: Casino Marketing  Department: Business Development  Report to: Managing Director, Sales |
| Monthly Basic salary: 底薪 | MOP 20k + incentives |
| Monthly Commission: 抽成 |  |
| Other allowance: 其他津贴 |  |
| Remark | Flight ticket, first week accommodation (hotel) is provided |
| Working hours per week:工作小时 | 48 hours / week |
| Special Requirement (Eg.Attire…)  服装要求 |  |
| Accommodation or Housing Allowance: 住宿津贴 | MOP 500 as housing allowance |
| Free Meal Duty or Allowance:  膳食津贴 |  |
| Job Responsibilities:  工作内容 | **Position Summary**  **The Account Executive, Sales is responsible to carry out all sales and business development activities set by management. Act as a front line sales and customer service ambassador on behalf of Studio City and ensuring a high standard of guest relations is provided to all premium patrons in accordance with established service standards. Locate and develop / acquire new business. All dealings with both external and internal customers must be efficient, effective and professional at all times.**  **Primary Responsibilities**   * Locate and develop / acquire new business and capture premium players * Retain Studio City players and increase loyalty by serving as a personal contact to premium players to ensure excellent customer service * Station at designated areas and always maintain excellent service and contribute to guest satisfaction by displaying the highest quality service and friendliness by greeting all patrons and provide proactive service by anticipating and meeting their needs * Have a full understanding all products and introduce to potential customers * Participate and assist in all kinds of events which are targeted to premium guest * Maintain accuracy database for management’s information and evaluation * Maintain effective communication with all concerned operation team including agencies and deliver services as committed by Studio City. * Occasionally inform patrons of the upcoming events and company activities through different communication channels available * Achieve clients quotas / targets / goals as assigned by the Company |
| Additional Remarks:  注明 | **If the candidates have related experience, we also have Assistant Manager and Manager openings.** |

**Recruitment Needs 招聘数量**

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| No. of vacancy available: 职缺 |  |
| Gender: 性别 |  |
| Marital status: 婚姻情况 |  |
| Age requirement: 年龄要求 |  |
| Nationality: 国籍 |  |
| Education Level: 学历水平 |  |
| Language proficiency: 语言要求 | Korean and mandarin is compulsory |
| Other Skills Required:  其他技术要求 | * Casino experience or customer services experience * One year or above relevant experience in sales and promotion field, preferably in casino marketing * Displays a high commitment to improving customer service * Motivates others to achieve business objectives and common goals * Encourages people to work as a team * Adopts and implements new approaches and practices to meet changing circumstances   **Skills / Competencies**   Proven customer service orientation, energetic and enthusiastic   To be flexible and accommodating as this may require extra hours out of normal work hours   Computer literate   Excellent interpersonal and communication skills in English and Cantonese essential, Mandarin highly regarded   Ability to converse in foreign language(s) will be an added advantage   Pleasant and mature disposition   Able to define problems, collect data, establish facts, and draw valid conclusions   Able to work under pressure and result driven   A team player   Must be able to work indoors and be exposed to various environments such as, but not limited to noise, dust, cigarette smoke and fragrances   Must be able to tolerate second hand smoke |