

JOB ANNOUNCEMENT

Job Title:	Sales Representative	Job Category:	Sales
Department:	Sales and Marketing	Job Code:	VN-RAR-SAL-250302-001
Location:	Rarotonga, Cook Islands	Travel:	Domestic only
Level/Salary Range:	TBC	Position Type:	Full-time employment
HR Contact:	Yes	Date Posted:	02 March 2025
Training provided:	On-site training	Posting Expires:	30 April 2025

Job Description

Overview:

Are you ready for a new challenge that brings you lucrative rewards? VakaNet is currently recruiting for our sales representative team. We are looking for outgoing and personable individuals who have strong persuasive techniques. If you are looking to take your career in a new direction or continue your path in sales, this may be the place for you. You can earn cash bonuses beyond your salary with commissions that compensate for your hard work. You will be working with a team of sales representatives, managers, and support staff while providing information and technical details to our customers. You will build relationships with new and existing customers in order to drive business and increase revenue.

Responsibilities:

- Develop contact with potential customers in the industry by door-to-door activities, cold calling, emailing, or scheduling meetings in person.
- Form new and continue existing relationships with companies in the customer database by visiting them in person, maintaining phone contact and addressing issues or problems when they come up.
- Maintain a strong understanding of products, features, and technical specifications to answer specific customer questions.
- Present information about company offerings during presentations or other events to potential customers.
- Create new methods or strategies to help the sales team reach monthly goals for product revenue to increase company profitability.
- Give customers in-person product demonstrations and teach them about the features and benefits of each item the company offers.
- Attend weekly sales team meetings and provide information to management about sales figures, goals, and obstacles.

Skills and Qualifications Required:

- One or more years of experience in sales or customer service.
- Excellent ability to communicate in writing and verbally.
- Friendly and personable with others.
- Proficiency with technology including basic computer operations.
- Ability to meet goals, stay organized and maintain a positive attitude.

Application Submission Instructions

Please email your updated CV and Cover Letter showing your contact email and phone number to jobs@vakanet.com no later than the expiry date of this posting.

Please include the job code VN-RAR-SAL-250302-001 in the subject of your email.