

Sivdio Imaging Sdn. Bhd.

For making much more understandable regarding about our company SIVDIO IMAGING SDN BHD, therefore an introduction shall be sufficient to be shared. SIVDIO IMAGING is an integrated communication agency that provides Integrated Marketing Communications services to corporate client in ensures that all forms of communications and messages are carefully linked together. At its most basic level, Integrated Marketing Communications, or IMC, means integrating all the promotional tools, so that they work together in harmony.

Over the periods from establishments, we have provides our services in many big organizations in Malaysia such as Ekuiti Nasional Berhad, Icon Offshore Berhad, Boustead Berhad, Tun Razak Exchange Sdn. Bhd and also not limited to local but to overseas companies such as RUAG Aerospace GmbH.

With the expansion in our organization we would like to offer student from below listed bachelor programme to fulfill the internship programme with our company. Align with the objective of providing visible working experiences, we hope your students able to applied their knowledge and skills align with current working environments which hopefully will providing us a platform in choosing potential young candidates in the future.

Below is the information details of internship programme that we have:

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| Job Title: | Video Editor cum for Videographer |
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This may reflect to your student from programme **Bachelor of Information Technology (Visual Media) (Hons.)**. This position will allow them to applied skills such as work planning, coordination and also technique in establish output necessity for industry that we've been served.

The student can sent their application to recruitment@sivdiogroup.com .

Thank you.

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| Job Title: | Marketing & Sales Executive |
| Reporting Duties: | General Manager |

The primary responsibility in this role is setting meetings with prospects via sales calls, networking events, tradeshows and following up on leads from the marketing department.

Candidates must be hard working with a highly competitive approach in everything they do. They need to be ready to roll up their sleeves, work with a team, and be willing to do what it takes every day to increase sales. The role requires the ability to thrive in a cross-functional, cross-cultural, and fast-paced environment.

Key duties

- Generate sales opportunities in conjunction with the core business competencies.
- Developing and Enhancing business relationships
- Research and marketing of new clients and project opportunities
- Implement business development initiatives to secure bid opportunities for the company
- Develop and improve sales techniques and processes to successfully expand our client base
- Meet regularly with clients, build relationships and actively seek additional revenue opportunities.
- Complete understanding and utilization of pricing and proposal models.
- Develops a database of qualified leads through referrals, telephone canvassing, face to face cold calling on business owners, direct mail, email, and networking.
- Creates and conducts effective proposal presentations and RFP responses that identify prospects business problems, the effects of the problems, and the solutions to their problems

Requirements: Personal Characteristics/Proficiencies/Qualifications:

Diploma, Advanced/Higher/Graduate Diploma, Business Studies/Administration/Management, Marketing. Concentration in Business Administration or Marketing preferred.

Client Prospecting – Proven ability and past success in client prospecting. Cold Caller Proficient. Excels at reaching out to prospects, comfortable with rejection, and appropriately persistent with contacts. Strong relationship building skills.

Interpersonal Skills – Outgoing, upbeat and personable, with the ability to quickly develop rapport in new situations and to build effective internal and external working relationships. Able to talk to company presidents with confidence.

Knowledgeable – Comprehensive knowledge of the firm’s practice, clientele, goals, policies, procedures, and standards.

Demeanor – Professional and polished, with the ability to represent the firm at high levels both internally and externally. Excellent written, verbal & listening skills

Detail Oriented – High level of attention to detail and accuracy, especially as applied to marketing materials and external communication.

Receptive – Open to feedback and constructive criticism. Eager to learn.

Sense of Urgency – Responsive and fast paced in style with tenacity and consistency in meeting deadlines and commitments.

Multitasker – Highly organized, with the ability to simultaneously manage and participate in multiple functions/activities.

Self- starter – Willingness and ability to work effectively and independently with minimal direction and supervision.

WHY JOIN US

1. Get to work with a small and intimate group of people
2. You get to wear many hats and learn many skills
3. Your work is more visible due to less levels to the top, so you get noticed faster which provides you opportunity to report directly to the president or CEO
4. More flexible hours and work life balance a larger company may not be able to accommodate
5. Easy access and traffic-jam free commute as we are located outside the central business district
6. Employees are encouraged to contribute their ideas, help the company be successful, and share their ideas with top management
7. You will have plenty of opportunity to grow as a pioneer in our industry.
8. This is a new/ emerging market, which will put our employees at the forefront, leading to growth opportunities.

The student can sent their application to recruitment@sivdiogroup.com .

Thank you.