

元智大學管理學院 企業人才需求表

	公司名稱	NielsenIQ	登記證號或統一編號	2 2 3 1 8 4 3 0
公司資料	公司簡介	<p>NielsenIQ 是提供最全面、最公正之消費者行為洞察的全球領導者。在開拓性消費者資料平臺的支援以及豐富分析功能的助推下，NielsenIQ 能夠為全球領先的消費品公司及零售商提供果斷而自信的決策。通過使用全面的資料，公正評估各種交易專案，NielsenIQ 致力於為客戶提供具有前瞻性的消費者行為洞察，進而優化所有零售平臺的性能。憑藉開放性的資料整合理念，我們能夠獲得全球最具影響力的消費者資料，全力揭示市場真相。</p> <p>台灣尼爾森愛科于 1981 年進入台灣市場。迄今，台灣尼爾森愛科股份有限公司設立於台北，並於台中及高雄皆有辦公室，擁有近兩百位專職人員。我們正在尋找具有客戶服務或行銷相關經驗菁英加入台灣尼爾森愛科，請至 https://nielseniq.com/global/en/jobs/ 官網參考最新職缺！</p>		
	公司地址	<div style="display: flex; align-items: center;"> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="margin-left: 10px;">105, Taiwan, Taipei City, Songshan District, Section 5, Nanjing E Rd, 188 號 12 樓</div> </div>		
	公司網址	https://nielseniq.com/global/en/		
	福利簡介			
工作說明	工作性質	<input checked="" type="checkbox"/> 全職 <input type="checkbox"/> 兼職 <input type="checkbox"/> 工讀 <input type="checkbox"/> 其他 _____		
	工作職稱	Executive, Sales Development Representative (銷售發展代表)		

<p>工作內容</p>	<p>About this job</p> <p>Does the idea of working for an established company with a start-up culture excite you? Is being on a diverse team with a focus on work life balance important to you? Are you a self-starter eager to make a name for yourself in a fast growing company that rewards good ideas? If you answered yes to these questions, NielsenIQ may be the company for you.</p> <p>NielsenIQ is seeking a talented Sales Development Representative (SDR) to manage, develop and grow qualified lead volume and sales pipeline. This role is primarily responsible for</p> <ol style="list-style-type: none"> 1. Qualifying inbound inquiries to determine sales readiness 2. Outbound prospecting via email, social, and phone into target accounts in an effort to schedule initial meetings for sales representatives and 3. Supporting in-person and virtual events via pre-and post-event outreach. <p>This role is often the first touchpoint for prospects interested in NielsenIQ solutions and will set the tone for the sales cycle following. Professionalism, enthusiasm, and excellent communication are key characteristics to be successful in this role. The ideal candidate will be a highly energized self-starter who can thrive working autonomously while also being skilled at building solid working relationships with cross functional team members and sales.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> • Learn continuously and develop into an industry and NielsenIQ solutions expert • Effectively pitch products and solutions to key decision makers at all levels of a prospect's organization by understanding their needs and demonstrating how NielsenIQ solutions can meet their requirements • Respond to and effectively qualify inbound inquiries in a timely manner to assess sales readiness and qualifications prior to connecting prospects with sales resources • Conduct outbound prospecting activities (phone calls, email, social media, attend tradeshows) into target markets/accounts to identify, connect and engage (schedule meetings) with decision makers in order to generate qualified, sales-ready leads • Support the success of marketing sponsored in-person and virtual events; including pre-event promotion to drive attendance and post-event follow up to engage and qualify prospects for sales • Maintain accurate CRM records of all lead and prospecting activities by consistently adhering to defined lead management processes and SLAs • Build relationships with aligned sales team members to nurture leads through opportunity and ensure lead quality is driving conversion to pipeline and revenue • Develop and methodically drive execution of daily, weekly, and monthly activity cadence plans that maximize prospecting efficiency and effectiveness including; account and contact-level research, pre-call planning, and hyper-personalized messaging via key channels • Meet and exceed key activity and performance metrics for calls, emails, social touches, appointments scheduled, conversion to opportunity, and beyond
<p>工作時段</p>	<p>上午__9__: __00__ 到 下午__5__: __30__</p>
<p>工作地點</p>	<p>Taipei, Taiwan</p>
<p>薪資保險</p>	
<p>報到時間</p>	<p>__年__月__日</p>
<p>求 學 歷</p>	<p><input type="checkbox"/> 不拘 <input checked="" type="checkbox"/> 大學 <input type="checkbox"/> 研究所</p>

才 條 件	主修領域				
	語言要求	English and Mandarin			
	具備條件 (技能、特質...等)	<ul style="list-style-type: none"> • University degree plus at least 1 year of sales or complimentary experience, or equivalent combination of education and experience • Professional experience on a customer-focused performance-driven, high-growth, fast-paced sales, service, or marketing team • Strong interpersonal skills with the ability to professionally interact with a diverse blend of personalities to identify and reach desired outcomes while maintaining strong relationships • Excellent researching and problem-solving skills, including the ability to analyze, compare, evaluate, reconcile and derive actionable insights and next steps • Experience preferred with tools, such as Salesloft (preferred), Microsoft Office Suite, Salesforce, LinkedIn Sales Navigator, and the ability to quickly learn new technologies • Exceptional ability to actively listen to, and effectively communicate with, prospects and customers in a variety of mediums, such as written or verbal in English and Mandarin • Team player that exhibits a positive attitude, composure under pressure, and willingness to think out of the box to drive results • Detail oriented, methodical, and process driven mentality • Sound time management and organizational skills • Must be a self-starter and highly ambitious to grow knowledge, skills, and career 			
其他說明	<p>以下適用正職人員，相關福利範圍請參照公司政策與相關說明。</p> <p>福利制度：</p> <ol style="list-style-type: none"> 1. 保障年薪 13 個月 2. 績效獎金 3. 依職等滿一年後享有優於勞基法之年假 4. 全年度 15 天給薪病假 5. 國內外職能訓練及發展課程 6. 定期舉辦年度旅遊及尾牙活動 7. 福委會三節禮券 8. 喜慶喪病補助 				
應 徵 事 宜	應徵方式	<input type="checkbox"/> e-mail: <input type="checkbox"/> 其他:			
	聯絡人	Sanguine Chia	職稱	Recruiter	e-mail sanguine.chia@nielseniq.com
	聯絡電話		分機		傳真
	應徵文件	<input type="checkbox"/> 履歷 <input type="checkbox"/> 自傳 <input type="checkbox"/> 成績單 <input type="checkbox"/> 其他: _____			
	應徵期限		面試時		

其他事項

請將表格填寫 e-mail 至 yzcmpa@saturn.yzu.edu.tw, 或傳真至 03-4557040 呂小姐、電話 03-4638800 # 6021