



messaging solutions provider, inc.

MSPI Place, 1294 Batangas St., Makati City 1200, Philippines

Telephone No. (632) 844-6774 Telefax: (632) 844-6612

Website: www.mspi.com.ph

ACCOUNT EXECUTIVE

Our Company, the Pioneer and leading Distributor of internationally known office equipment and software solutions, is in URGENT need of ACCOUNT EXECUTIVE.

Job Overview: The position open is for our Sales and Marketing Department. In line with our vision of expanding our business products, the new Account Executive will be tasked to handle new product lines.

Qualification requirements:

Educational Background : Any Business Course

Qualities:

- Has a passion for selling
- With good oral and written communication skills
- Pleasing personality and can easily establish interpersonal relationships
- Able to make product presentations
- Has a wide network of prospective accounts
- Determined to reach sales targets and annual quota
- Can work under minimum supervision

Work History/Background:

- Has at least 1 year experience in selling office equipment
- Knowledgeable in basic computer skills, like MS Word and Excel
- Can efficiently manage workflow under minimal supervision
- Preferably with knowledge on government procurement procedures

Job Description:

- Sourcing of accounts
 - Presentation to clients
 - Managing accounts by maintaining close productive relationships
 - Preparation of periodic sales monitoring reports
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JOB DESCRIPTION

Job Title: Programmer/Developer
Department: Information Technology
Reports to: IT Supervisor
Supervises: N/A
Coordinates with: Senior Developer

Basic Purpose of the Job: Responsible for the implementation of software solutions/applications of Pitney Bowes and post implementation support.

Specific Duties and Responsibilities:

- Develop proposed solution to clients;
- Develop POCs and demo to support Account Executive and/or Pre-Sales Consultant in presentation of the proposed solution;
- Install, configure, deploy and test software products to clients
- Project implementation;
- Provide post support implementation to clients for fixes and bugs;
- Provide technical support to clients per Service Level Agreement;
- Communicate with principal re: product issues and updates;
- Respond to client's incident reports;
- Ensure that all deliverables and SOW are met;
- Support presales in conducting technical forums;
- Provide offshore services to principal.

Minimum Qualifications and Preferred Skill Set:

- With knowledge in Java Programming languages
- Graduate of Computer Science/IT or its equivalent
- Knowledgeable in JAVA and DOS scripting
- Knowledgeable in at least one of the following: Tomcat/Jboss/WebSphere/IIS
- Knowledgeable in MSSQL/MySQL/ORACLE, WINDOWS SERVER OS and UNIX
- At least 1 year of experience in software implementation

For interested applicants, please send cv/resume to hr.admin@mspi.com.ph.
