

## **Merchant Acquisition Representative:**

### **ROLE AND RESPONSIBILITIES**

More specifically, the duties and responsibilities of the Merchant Acquisition Representative shall be as follows:

1. To conduct research and explore potential Merchants in the market;
2. To negotiate and convince the merchant for business alliance
3. To acquire merchants for the products & services of IME Limited and IME Digital Solutions and maintain productive relationship
4. To provide necessary supports to Merchants for promotion of business.
5. To follow up, monitor and supervise merchants on regular basis.
6. To perform any other responsibilities assigned by the management.

### **JOB / PERSON SPECIFICATION:**

#### **QUALIFICATIONS AND EDUCATION REQUIREMENTS**

- Bachelor's degree in business /management studies.
- 1 -2 years of related experience

#### **FUNCTIONAL SKILLS**

- Negotiation skills
- Communication skills
- Interpersonal skills
- Analytical and numerical skills