

## **Business Development**

### **Work Scope**

Identifying business opportunities, building and maintaining successful relationships with prospects and existing clients, collaborating with executives on business strategy to determine objectives, evaluating current business performance and maximizing business reach and potential.

### **Basic Responsibilities**

1. Ability to identify strength and weakness with all products and services selling.
2. Identifying and researching opportunities that come up in new and existing markets
3. Preparing and delivering pitches and presentations to potential new clients
4. Managing the potential clients database and accompanying CRM
5. Contacting potential clients to establish rapport and arrange meetings
6. Promote the company's products/services addressing or predicting clients' objectives
7. Communicating with clients to understand their needs and offer solutions to their problems
8. Attending networking activities to research and connect with prospective clients.
9. Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department
10. Attracting new clients by innovating and overseeing the sales process for the business
11. Creating positive, long-lasting relationships with current and potential client relationships.
12. Suggesting upgrades or added products and services that may be of interest to clients.
13. Crafting business proposals and contracts to draw in more revenue from clients.
14. Negotiating with clients to secure the most attractive prices.
15. Develop a growth strategy focused both on financial gain and client satisfaction.
16. Remaining in tune with trends in consumption to ensure that our offerings remain relevant.
17. Collecting, managing, and reporting on in-market feedback for further sales process development.
18. Performing competitor analysis toward obtaining an increased market share
19. Working closely with other company executives and management teams to identify and manage company risks that might prevent growth
20. Work with internal team for Sales to Service hand-off
21. Managing sales campaigns created over time
22. To create new revenue channel

### **Required Skills / Abilities**

1. Excellent in both written and verbal - fluent in English and Bahasa, Mandarin is an added advantage.
2. Able to communicate with international market in ASEAN, Bahasa for Indonesia, Taiwan and China market with Mandarin (simplified/traditional) as requirement
3. Interpersonal skills: Effective negotiation and influencing.
4. Excellent time management and planning skills.
5. Excellent critical thinker, analytical and problem-solving skills.
6. Resourceful, with outstanding research skills.
7. Intuitive and insightful, particularly regarding human behavior.
8. Ability to generate revenue by identifying pain points and suggesting suitable products or services.
9. Has industrial domain knowledge.

### **Qualification / Background**

1. Bachelor's Degree/ Master in Business, Marketing or related field
2. Willingness to travel