

BUSINESS DEVELOPMENT MANAGER/EXECUTIVE

Overview of the Job Description:

- Reporting to the VP of Sales, you will develop and lead sales growth strategy to increase sales and profit and ensure that the sales targets are met.
- You will strategize and define necessary action plans targeted at market and ensure its follow up; to continuously grow the customer base.
- You shall develop strong customer relationships across all levels & identify potential synergies to further build strategic partnerships with potential customers.
- You will be responsible to prepare all Sales & Marketing material needed for your sales presentations.
- The Business Development Manager/Executive shall be needed to attend events and conferences (domestic and/or international) to promote the company's services and brand awareness.
- You shall always provide accurate guidance and advise to potential and existing customers on the products and services available, offering a range of solutions appropriate to customer's need.

Requirements:

- Candidate must possess at least a Diploma or Advanced Diploma in Business Studies/Administration/Management or equivalent.
- Candidate with experience in the Messaging or Telecommunication industry is highly desirable.
- You MUST be fluent in English.
- You must also have good communication skills to deal with the day-to-day communication with potential/existing customers, doing sales presentations, conferences and other sales pitches.
- You must be proficient in Microsoft Office any other standard software needed to prepare the Sales & Marketing materials.
- You might be required to report to other offices within Klang Valley when need arises.
- You shall be prepared to travel overseas when required.
- At least 1 year of working experience in the related field is preferred.
- Fresh graduates are encouraged to apply.
- To succeed in this role, you would be associated with the following traits: Strong business acumen sense, good analytical skills, result driven and highly influencing.

To apply, please submit your resume (in MS Word/PDF format) to hr@fire-mobile.com, quoting the job title on the email subject.

We regret that only shortlisted candidates will be notified.