



(FAST GROWING STARTUP) BUSINESS DEVELOPMENT MANAGER

Young and energetic team

Job Information

Hiring Company

EBC Tech Limited

Job ID

1471907

Industry

Other (Banking and Financial Services)

Job Type

Permanent Full-time

Location

Malaysia, Kuala Lumpur

Salary

Negotiable, based on experience

Refreshed

November 1st, 2024 08:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Other Language

Chinese (Mandarin) - Business Level

Either English or Japanese is required

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Who we are...

At EBC, we believe in empowering people to live their best lives. We're a fast-growing start-up that's revolutionizing the way people manage their finances. Our mission is to become a trusted investment partner for global investors. We are made up of passionate individuals who are dedicated to providing our customers with the best possible experience. Are you a dynamic and results-oriented professional with a passion for driving business growth? As a Business Development Manager, you will play a crucial role in expanding our reach, building strategic partnership, and driving revenue growth. If you have a strong background within the industry and thrive in a fast-paced environment, we want to hear from you !

What You'll Do...

- Identify and pursue new business opportunities through research, prospecting, and networking
- Build and maintain relationships with key decision makers and influencers in target markets
- Develop and execute sales strategies that align with company goals and objectives
- Collaborate with marketing and product teams to create and execute targeted campaigns
- Negotiate and close deals that drive revenue growth
- Track and analyse sales data to identify trends and opportunities for improvement
- Represent the company at industry events and conferences

What You'll love about us...

- Competitive salary – we believe great talent deserves great compensation!
- Do something meaningful; Be a part of the future of finance technology and the no.1 company in the industry
- Fast moving, challenging and unique business problems
- Great career development opportunities in a growing company
- International work environment and exposure to a global team

We are an equal opportunity employer and will always promote a more diverse and inclusive environment. We are committed to being a welcome employer for all candidates.

Please attach a most recent CV in English with the application.

Notes for candidates:

You will be required to relocate to Kuala Lumpur, Malaysia. Until your Malaysia visa is arranged, you will initially work from Japan. Relocation is expected in January 2025 or later.

Required Skills**What You'll Bring...**

- Bachelor's degree in Business Administration, Finance, Marketing or related field
- 6+ years of experience in business development or sales, preferably in the financial industry; Candidate with less experience, may consider as Business Development Executive
- High empathy and High Integrity
- A Proven track record of success in driving revenue growth through new business acquisition and account management
- Experience working with CRM and other project management tool
- Have a natural ability to connect with people and maintain strong, healthy relationships
- Have strong strategic thinking and problem-solving skills
- Ability to work independently and collaboratively in a fast-paced environment
- Willingness to travel and explore opportunities
- Native Japanese with good command of English or Chinese

Company Description