



## (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

February 7th, 2025 07:00

### 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.

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**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

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**Company Description**