



## (FAST GROWING STARTUP)BUSINESS DEVELOPMENT ASSOCIATE/TRAINEE

Welcome to EBC, where your goals begin!

### Job Information

#### Hiring Company

EBC Tech Limited

#### Job ID

1471969

#### Industry

Other (Banking and Financial Services)

#### Job Type

Permanent Full-time

#### Location

Japan

#### Salary

Negotiable, based on experience

#### Refreshed

April 25th, 2025 06:00

### General Requirements

#### Minimum Experience Level

Over 1 year

#### Career Level

Mid Career

#### Minimum English Level

Business Level

#### Minimum Japanese Level

Native

#### Other Language

Chinese (Mandarin) - Business Level

Either English or Manadrin is required

#### Minimum Education Level

Associate Degree/Diploma

#### Visa Status

Permission to work in Japan required

### Job Description

#### Who we are...

As a global financial services provider headquartered in the dynamic city of London, we specialize in financial trading and asset investment. Since our establishment in 2020, our company has experienced rapid growth. We currently operate in major financial hubs worldwide, including Singapore, Kuala Lumpur, Hong Kong, Bangkok, Sydney and more. Our commitment to safety and professionalism has enabled us to build a strong reputation in the industry.

At EBC, trust and respect are our core values. We believe in creating value for our clients by identifying and seizing global investment opportunities in high-quality assets. Our mission is to be the investment partner of choice for investors worldwide.

Our business development team is made of up high energy and self-motivated Account Executives and Business Development Representatives talents who bring diverse perspectives and exceptional skills to the table.

We are a fast-paced start-up, with a big vision. If you're ready to roll up your sleeves, immerse yourself in an inspirational work, and help to take EBC to new heights, then we are excited to meet you. Together, we're assembling an exceptional team of individuals committed to making a difference. As a key addition to our sales team, you will have a significant impact on our exciting trajectory, shaping the company's growth and contributing directly to our mission.

#### **What You'll Do...**

- Partner with the Business Development Leaders in driving the early stage of the sales cycle and help with new customer acquisition
- Have a strong will to familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives
- Develop and execute strategic sales plans
- Grow existing accounts
- Identify and develop new business opportunities
- Ensure that all business development activities are coordinated and executed in a timely manner
- Document the sales process and closing
- Create proposals and presentation material
- Manage customer relationships

#### **What You'll love about us...**

- Competitive salary – We reward talent and believe in acknowledging people for their contributions. We offer industry-leading compensation reward to the right individuals
- Grow with us – We're growing rapidly, the industry is expanding fast, and there are endless opportunities to grow your career !
- We care about your well-being – we offer comprehensive medical and learning & development initiatives
- Do something meaningful; Be a part of the future of finance technology and the no.1 company in the industry
- Fast, dynamic and unique working environment – You are looking to get a real-world experience at a cool start-up
- An always full pantry policy with loads of snacks and drinks!
- Referral Bonus – we find always find a place for your amazing and smart friend!

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 work in office. If you have a reason to remote work, we can discuss about it.

#### **Required Skills**

TO SUCCEED IN THIS ROLE, YOU:

- Possess a Bachelor's degree in business management, marketing, or related field
- 1-2 years' relevant work experience in business or similar field preferred yet open to individuals who are extremely driven, passionate and entrepreneurial
- Have the ability to take initiatives, drive them and take ownership of tight deadlines
- A self-starter with the ability to originate, plan, and execute initiatives independently
- Mission driven and intellectually curious
- Embrace chaos! Be unafraid to fail and quickly owns up to it
- High-energy levels paired with curiosity, an agile mindset, and a strong desire to learn business in a dynamic company.
- Excellent communicate and interpersonal skills

#### **Company Description**