



PR/094225 | Business Development (Credit Rating)

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1505258

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:34

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

JAC's client is one of the region's largest providers of credit and risk information solutions.

Location: Ho Chi Minh City

JOB RESPONSIBILITIES

- Developing new customers through aggressive sales efforts and turning them into important clients are among the responsibilities.
- Use a consultative approach to determine the needs of clients and offer appropriate business solutions to satisfy their needs.
- Help in the preparation of proposals, quotes, and client presentations.
- To reach or surpass the company's sales goal.
- Stay up to date with comprehensive understanding of business products and value propositions.

JOB REQUIREMENTS

- Minimum 03 years of sales/ account management experience.
- Target-driven, extremely motivated, and has a track record of success in corporate sales
- Proficient in both negotiating and communication.

- Capacity to establish fruitful business and professional connections.
- Capacity to design and deliver presentations that are customized to the demands of the customer.
- The capacity to multitask in a demanding and changing setting.
- Those who possess the necessary qualities will be trained to lead a sales force.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description