



PR/157249 | Business Development Manager (Advertising industry)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508806

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:17

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 Information

A marketing/ advertising agency based in KL is looking for a Business Development Executive / Senior Executive role.

Key Responsibilities:

- To develop comprehensive media plan to meet partners/clients' business needs.
- To sell and market a full range of digital marketing solutions to business partners/ad agencies.
- To identify and develop new business opportunities.
- Organize and participate in sales visits with potential and existing partners/ad agencies/key clients.

- Work closely and develop good relationship with Key Business Partners. Conduct market research.
- Any other administrative duties as assigned by immediate supervisor

Key Requirements:

- Good command of both written and spoken English -2+ year of work experience in sales & marketing from the advertising media field.
- Graduate in Business Management, E-Commerce, Marketing or related discipline would be an advantage but not necessary.
- Experienced in hunting for clients, preparing proposal and media planning, conducting presentation and closing the deal.
- Have passion for sales and the ability to work towards targets.
- Be able to establish instant rapport with partners/ad agencies/key clients.
- Result oriented, positive, self-motivated, outgoing, good interpersonal skill.
- Show a sense of aggression and capability

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Company Description