



PR/157746 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512186

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:27

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

Responsibilities

- Develop and execute strategic sales plans to expand our client base in South Korea and other target markets (AUS, PH, IDN).
- Build and maintain strong relationships with existing clients, ensuring high levels of customer satisfaction and retention.
- Identify and pursue new business opportunities, with a focus on market research agencies and consulting firms in South Korea.
- Provide insights and data to South Korean companies looking to expand globally, supporting their decision-making processes.
- Manage and respond to inquiries from potential clients, providing detailed information about our services.
- Conduct market research to identify industry trends, competitive landscape, and potential growth opportunities.
- Collaborate with the marketing team to develop sales materials, presentations, and proposals.
- Lead the entire sales process, from initial contact to contract negotiation and closing deals.
- Monitor and analyse sales performance metrics, preparing regular reports for the management team.
- Stay updated with industry developments, competitor activities, and market dynamics to identify business risks and opportunities.
- Potential for long-term business trips to South Korea during the initial market development phase.

Requirements and Skills:

- Proficiency in English and Korean.
- Minimum of 4 years of B2B sales experience, with at least 2 years in new business development.
- Experience in selling intangible products for over 3 years.
- At least 1 year of practical experience using English (excluding working holiday or study abroad).
- Preferably experienced in marketing, promotion, advertising, or SaaS companies.
- Strong communication and negotiation skills.
- Proactive, self-motivated, and able to work independently and as part of a team.
- Excellent organizational and time management skills.
- Willingness to travel as required.

Company Description