



PR/094698 | Account Representative

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1516225

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 16:00

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

Our client is a pioneer in delivering business data, credit information, and analytics on private and public companies to Chinese consumers/professionals via mobile devices.

JOB RESPONSIBILITIES

Client Management: Maintain and enhance relationships with existing bank clients in Singapore, ensuring high levels of client satisfaction and loyalty.

New Business Development: Identify and pursue new business opportunities within the local banking sector, building a robust pipeline of potential clients.

Data and IP Management: Utilize data and IP management tools to analyze market trends, client needs, and competitive landscapes, leveraging this information to drive sales strategies and client engagement.

KYC Compliance: Ensure all sales activities and client onboarding processes adhere to KYC regulations and company policies, maintaining the integrity and security of client data.

Sales Performance: Meet and exceed quarterly and annual sales targets, providing regular progress reports to the Sales

Manager.

Market Research: Stay informed about industry developments, competitor activities, and emerging market trends, sharing insights with the team to inform strategic decisions.

JOB REQUIREMENTS

Experience: Minimum of 3 years of experience in sales, preferably within the banking or financial services sector, with a focus on data management, IP management, or KYC processes.

Language Skills: Fluent in both English and Mandarin, because this role needs to have ability to communicate effectively in both languages, both verbally and in writing supporting respective markets.

Technical Skills: Proficient in using CRM systems, data analysis tools, and Microsoft Office Suite (Word, Excel, PowerPoint).

Interpersonal Skills: Strong relationship-building and negotiation skills, with the ability to work effectively in a team environment and independently.

Compliance Awareness: Thorough understanding of KYC regulations and data privacy laws, ensuring all activities are conducted in compliance with local and international standards.

Educational Background: Bachelor's degree in Business, Finance, Marketing, or a related field.

Working Location: Singapore

Apply online or feel free to contact me directly (via email: charlotte.guo@jac-recruitment.com) for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Guo Run (R24124139)

JAC Recruitment Pte. Ltd. (90C3026)

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#countrysingapore

Company Description