



(FAST GROWING STARTUP) BUSINESS DEVELOPMENT MANAGER

Young and energetic team

募集職種

採用企業名

EBC Tech Limited

求人ID

1471907

業種

その他（金融）

雇用形態

正社員

勤務地

マレーシア, Kuala Lumpur

給与

経験考慮の上、応相談

更新日

2024年11月15日 08:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

その他言語

中国語：北京語 - ビジネス会話レベル

Either English or Japanese is required

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Who we are...

At EBC, we believe in empowering people to live their best lives. We're a fast-growing start-up that's revolutionizing the way people manage their finances. Our mission is to become a trusted investment partner for global investors. We are made up of passionate individuals who are dedicated to providing our customers with the best possible experience. Are you a dynamic and results-oriented professional with a passion for driving business growth? As a Business Development Manager, you will play a crucial role in expanding our reach, building strategic partnership, and driving revenue growth. If you have a strong background within the industry and thrive in a fast-paced environment, we want to hear from you !

What You'll Do...

- Identify and pursue new business opportunities through research, prospecting, and networking
- Build and maintain relationships with key decision makers and influencers in target markets
- Develop and execute sales strategies that align with company goals and objectives
- Collaborate with marketing and product teams to create and execute targeted campaigns
- Negotiate and close deals that drive revenue growth
- Track and analyse sales data to identify trends and opportunities for improvement
- Represent the company at industry events and conferences

What You'll love about us...

- Competitive salary – we believe great talent deserves great compensation!
- Do something meaningful; Be a part of the future of finance technology and the no.1 company in the industry
- Fast moving, challenging and unique business problems
- Great career development opportunities in a growing company
- International work environment and exposure to a global team

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 be required to relocate to Kuala Lumpur, Malaysia. Until your Malaysia visa is arranged, you will initially work from Japan. Relocation is expected in January 2025 or later.

スキル・資格**What You'll Bring...**

- Bachelor's degree in Business Administration, Finance, Marketing or related field
- 6+ years of experience in business development or sales, preferably in the financial industry; Candidate with less experience, may consider as Business Development Executive
- High empathy and High Integrity
- A Proven track record of success in driving revenue growth through new business acquisition and account management
- Experience working with CRM and other project management tool
- Have a natural ability to connect with people and maintain strong, healthy relationships
- Have strong strategic thinking and problem-solving skills
- Ability to work independently and collaboratively in a fast-paced environment
- Willingness to travel and explore opportunities
- Native Japanese with good command of English or Chinese

会社説明