



(FAST GROWING STARTUP)BUSINESS DEVELOPMENT ASSOCIATE/TRAINEE

Welcome to EBC, where your goals begin!

募集職種

採用企業名

EBC Tech Limited

求人ID

1471969

業種

その他（金融）

雇用形態

正社員

勤務地

日本

給与

経験考慮の上、応相談

更新日

2024年07月26日 09:00

応募必要条件

職務経験

1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 Manadrin is required

最終学歴

短大卒：準学士号

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...

As a global financial services provider headquartered in the dynamic city of London, we specialize in financial trading and asset investment. Since our establishment in 2020, our company has experienced rapid growth. We currently operate in major financial hubs worldwide, including Singapore, Kuala Lumpur, Hong Kong, Bangkok, Sydney and more. Our commitment to safety and professionalism has enabled us to build a strong reputation in the industry.

At EBC, trust and respect are our core values. We believe in creating value for our clients by identifying and seizing global investment opportunities in high-quality assets. Our mission is to be the investment partner of choice for investors worldwide.

Our business development team is made of up high energy and self-motivated Account Executives and Business Development Representatives talents who bring diverse perspectives and exceptional skills to the table.

We are a fast-paced start-up, with a big vision. If you're ready to roll up your sleeves, immerse yourself in an inspirational work, and help to take EBC to new heights, then we are excited to meet you. Together, we're assembling an exceptional team of individuals committed to making a difference. As a key addition to our sales team, you will have a significant impact on our exciting trajectory, shaping the company's growth and contributing directly to our mission.

What You'll Do...

- Partner with the Business Development Leaders in driving the early stage of the sales cycle and help with new customer acquisition
- Have a strong will to familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives
- Develop and execute strategic sales plans
- Grow existing accounts
- Identify and develop new business opportunities
- Ensure that all business development activities are coordinated and executed in a timely manner
- Document the sales process and closing
- Create proposals and presentation material
- Manage customer relationships

What You'll love about us...

- Competitive salary – We reward talent and believe in acknowledging people for their contributions. We offer industry-leading compensation reward to the right individuals
- Grow with us – We're growing rapidly, the industry is expanding fast, and there are endless opportunities to grow your career !
- We care about your well-being – we offer comprehensive medical and learning & development initiatives
- Do something meaningful; Be a part of the future of finance technology and the no.1 company in the industry
- Fast, dynamic and unique working environment – You are looking to get a real-world experience at a cool start-up
- An always full pantry policy with loads of snacks and drinks!
- Referral Bonus – we find always find a place for your amazing and smart friend!

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 work in office. If you have a reason to remote work, we can discuss about it.

スキル・資格

TO SUCCEED IN THIS ROLE, YOU:

- Possess a Bachelor's degree in business management, marketing, or related field
- 1-2 years' relevant work experience in business or similar field preferred yet open to individuals who are extremely driven, passionate and entrepreneurial
- Have the ability to take initiatives, drive them and take ownership of tight deadlines
- A self-starter with the ability to originate, plan, and execute initiatives independently
- Mission driven and intellectually curious
- Embrace chaos! Be unafraid to fail and quickly owns up to it
- High-energy levels paired with curiosity, an agile mindset, and a strong desire to learn business in a dynamic company.
- Excellent communicate and interpersonal skills

会社説明