



PR/157746 | Business Development Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメント マレーシア

求人ID

1512186

業種

デジタルマーケティング

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年12月24日 10:27

応募必要条件

職務経験

3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

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.
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会社説明