



PR/094698 | Account Representative

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シンガポール

求人ID

1516225

業種

ITコンサルティング

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年04月01日 22:00

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

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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会社説明