

## **Business Development Executive/ Manager**

### **Job Description: Responsibilities:**

1. Develop and drive effective prospecting strategies, such as making appointments and other methods deemed effective for individuals.
2. Conduct sales presentations to key personnel from companies from all industries (SMEs to MNCs) and identify their performance gap and development needs.
3. Enrol key personnel from clients' companies into our series of productivity and leadership development programs to achieve exceptional measurable improvement in performance and profit.
4. Develop and maintain positive client relationship and help shape and guide the development of client objectives in ensuring that all expectations are met.

### **Requirements:**

1. A degree or diploma in any discipline
2. Experience in Business-to-Business Selling is an added advantage and can be considered for managerial position
3. Confident, positive, resourceful, self-motivated, and self-driven
4. Excellent interpersonal and communication skills

### **What We Provide:**

1. A dynamic and positive, 5-day work week environment that supports your long-term career and personal development and recognises your achievements and success.
2. Comprehensive training and development, and good career progression.

**Salary Range:** S\$ 3,000 to S\$4,500 + \*Sales Commission

**Closing date for application:** 22 April 2022