

BUSINESS DEVELOPMENT EXECUTIVE

Job Responsibilities:

- Conduct market research on competitor analysis and info technology to support management decision making.
- Contact prospective client by cold calling, premise visits, networking, lead generation, proposal submission, and sales appointments in order to meet and exceed established sales & revenue quotas.
- Work closely with marketing team & clients to plan, strategize, and execute the events which in line with the market share and revenue by Win Win Situation.
- Collaborate with marketing team, to brainstorm new and creative growth strategies, cost & ROI monitoring, align content to overall marketing roadmap (Example: Promotion, Campaign, Online/Offline Event, Contest and etc.)
- Generate quotes, invoice and follow up payment with prospect/clients
- Participating in ad-hoc analysis/special projects and responsible to sell the products assigns from time to time.

Job Requirements:

- Candidate must possess at least a Diploma, Advanced/Higher/Graduate Diploma, Bachelor's Degree, Post Graduate Diploma, Professional Degree, Business Studies/Administration/Management, Marketing or equivalent. Any field.
- Required language(s): Mandarin, Bahasa Malaysia, English.
- Enthusiastic, Confident, organized, motivated, well-groomed and presentable.
- Good knowledge of website analytical tools, Sensitive to business, Market opportunities / databased, digital world and information technology.
- Proven at least 3 to 5 years' experience in F&B Sales, Marketing (Online & Offline), Proposal & email writing, social media, customer service.
- Candidate MUST possess own transport and willing to travel.

Benefits:

- Basic + 15% commission
- Travelling Allowance
- Performance Rewards
- Annual Leave
- Medical Benefit
- Salary Increment
- Bonus