

Business Development Manager

Salary: 4,000-6,000 per month – depending on experience

Location: Taman Desa, Kuala Lumpur or Work from Home

Do you fit this description?

- You enjoy working with sophisticated clients like banks and large corporations
- You want to work in an award-winning professional firm that puts people before profits, and one that local and international clients respect for its high standards.
- You care about becoming a top-notch professional yourself, growing in an environment that is challenging, yet fun.
- You want to be paid fairly and reasonably well. Beyond that, money is not a motivator
- Your motivation comes from discovering and developing your potential, and from working with great team-mates to achieve collective goals.
- You are a team-player, not a soloist.
- You enjoy learning something new each day - from your seniors, peers, clients, books, training programmes, the internet, etc., etc.
- You want to one day become a 'trusted advisor' - the first person your clients will call when they have a problem to solve.
- You know that B2B selling requires more than expertise - it requires empathy and honesty.
- You love working with colleagues of different races, religions and nationalities.
- You enjoy travelling to neighboring countries several times a year to meet your clients.

Responsibilities

- Work closely with Sales Manager
- Develop & nurture lead accounts that have been identified as opportunities
- Initiate contact with prospects.
- Deliver on Sales & Forecast in line with Sales targets
- Proactively working to fill the team's sales pipeline
- Upselling and Cross-Selling effectively.
- In charge of bringing new opportunities to the business.
- Planning and execution (with the ability to adjust approach) to work towards targets
- Experienced in handling sales activities in Southeast Asia will be an added advantage
- Ensure customer interactions are done with professionalism & integrity while aligning with customers buying needs
- Gain insight & understanding of upcoming customer/lead activities
- Develop and maintain impeccable relationships with key accounts, customer stakeholders, and executive sponsors.
- Nurturing & developing relationships with clients
- Utilise CRM to track & manage opportunities
- Report on sales activities – weekly & monthly

Skills and Qualifications

- Malaysian citizen or holder of a relevant residence status
- Degree holder
- Minimum 3-5 years' experience in B2B Sales
- Able to pay close attention to detail, including creating and working with checklists
- Able to work both independently and in a team
- Able to communicate build relationships with a range of internal and external stakeholders
- Able to give, receive and apply constructive feedback
- Able to meet deadlines

- Loves to work towards achieving targets
- Able to follow internal procedures and processes
- Has experience working in medium to large organisations
- Strong communication, analytical & reasoning skills
- Good communication skills (English, written/verbal; Bahasa Malaysia, verbal)
- Good organising skills
- Good planning skills (daily, weekly, monthly)
- Good problem-solving skills
- Proficient in Microsoft Word, Excel and PowerPoint
- A positive, professional and energetic attitude

The professional who fits well in our firm

- Manages commitments (including daily ones) in ways that do not interfere with attending meetings or working towards tight deadlines.
- Mixes easily with people of diverse backgrounds
- Is resourceful (i.e. does not need high maintenance)
- Is fluent in their core work, and does not need much supervision
- Is willing to be supervised if their competency is low in a particular area, or if the item at hand is critical to the organisation
- Follows company SOPs
- Handles fast-paced changes in role or scope of work. (If you prefer to work at a steady, consistent pace - nothing wrong with that - we're not the right organisation for you.)

Some of our people-centred practices

- Open-book policy: All finances are disclosed, including salaries.
- 5-day week. Everyone has been working from home since March 2021 and this will probably continue post-pandemic.
- 'Reduced-hours full-timer' option for staff who cannot commit to a 40-45hour week.
- Types of leave: Annual, maternity, paternity, celebration, community service, retreat, caregiving, and study leave. No medical certificate is required for short-duration sick leave.
- Everyone on a first-name basis.
- Whenever possible, we re-design jobs to fit a person's talents and professional goals.
- We have a no-retrenchment practice (unless totally unavoidable). For example, the pandemic has not led to any retrenchments even though business was severely affected in 2020. However, in our long history, there were several times when staff have been asked to resign because of integrity or persistent performance issues.

Some complaints we have heard about our practices and policies

- During crunch times the work-week might stretch to 50 hours or more, resulting in late nights or lost weekends. This can happen several times each quarter.
- New hires sometimes have lots of ideas on how to change things, but many of these are deemed unsuitable by senior management. It can be frustrating.

Awards & Recognition

- Best Management Training Provider - Gold Winner, 2020
- Best Digital Learning Provider - Gold Winner, 2019
- Best Digital Learning Provider - Silver Winner, 2019
- Best Management Training Provider - Silver Winner, 2019
- Best Management Training Provider - Gold Winner, 2018
- Best Management Training Provider - Silver Winner, 2017

- SME Employer of the Year, 2017
- Employee Work Life Balance - Bronze Winner, 2016

To apply, please submit the following

1. Application form downloadable from our website: www.peoplepotential.com/careers/
2. Your CV
3. Your university transcript
4. A 2-minute video of yourself, stating the following:
 - o Your name
 - o One or two of your strengths
 - o One or two of your limitations

We will close the processing of applications (and remove this ad) once we have identified suitable candidates. You are encouraged to submit your application as soon as possible.

If you have any questions, email us at recruit@peoplepotential.com.

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