

Business Development Executive

In view of rapid change of business landscape, we have ventured into digital solutions including eCommerce, Digital Payment, Apps etc., recently. We are now seeking a couple of highly self-motivated, independent and energetic candidates for the position of Business Development Executive / Manager. You must be flexible, proactive, resourceful and enthusiastic to work in a fast-paced environment under pressure, in the meantime be able to remain professional to deliver excellent business results.

- Competitive salary package: Base + Commission
- Newly created organization
- Merchants acquisition to adopt digital payment and digital solutions in F&B and related channels
- High growth opportunity

Responsibilities

- Develop strategic business plans and drive overall business revenue growth in digital solutions sales and digital payment adoption
- Constantly identify and build pipeline using different strategies to achieve business goals with frequent reporting requirements
- Identify & contact potential merchants that can accept digital payment and eCommerce initiatives on top of traditional business models
- Present convincing business cases to demonstrate significant values to these potential business partners
- Continue to streamline process, program and project management operations to predict demand, capacity and resource allocation
- Continuously analyze, identify & execute value creation opportunities for new and existing business streams
- Maintain partnerships with digital payment platforms, merchants and vendors

Requirements

- University graduate in Marketing, Business or related discipline
- Minimum 2 years sales / account management experience, preferably in Food, FMCG or catering related industry
- Proactive, creative and extrovert personalities
- Ability to learn quickly and take initiative
- Self-reliant, adaptable, decisive, and professional
- Able to function in a team environment
- Results-oriented
- Excellent communication/interpersonal skills and able to professionally interact with customers
- eCommerce knowledge is a plus

Job Offer

- 5-day work week
- Competitive Salary Package
- 13 months' Guaranteed Salary
- Performance Bonus
- Group Medical Scheme
- Birthday Leave
- Marriage Leave
- Provide Free Lunch
- Study Sponsorship
- Energetic & Dynamic Culture

Interested parties, please send your detailed resume with availability, present and expected salary to hr@unichina-market.com

We are an equal opportunity employer. Applications from all qualified candidates are welcome.

All information collected will be used for recruitment related purpose only.