



6ESTATES

Title: Business Development Manager (Big Data)

Location: Singapore

Type: Full-Time, Permanent

Job Description:

The Business Development Manager is pivotal in supporting the sales team in qualifying business opportunities, assessing business requirements, translating business requirements into optimal solutions and providing required technical and domain expertise to ensure successful closure of business opportunities.

The primary goal of the Business Development Manager is to spearhead all sales and business development activities to build up a strong sales pipeline in alignment with the company strategy.

Key performance indicators would be generating revenue, profitability as well as, business growth. He/she will take on an active role in developing new accounts, establish good working relationships with potential clients and maintain good rapport with existing ones.

Responsibilities:

1. Develop a growth strategy focused both on financial gain and customer satisfaction
2. Conduct research to identify new markets and customer needs
3. Arrange business meetings with prospective clients
4. Promote the company's products/services addressing or predicting clients' objectives
5. Ensure that customer solutions are effectively delivered
6. Understand the customer offerings and experience delivered by competitors
7. Build long-term relationships with new and existing customers

Requirements:

1. More than 5 years' work experience in Business Development or Sales, with a proven passion and track record for solving complex and ambiguous problems to drive revenue
2. Experience and understanding of Big Data, Consumer Insight, or Market Intelligence is a plus
3. Experience in Media Agency or Creative Agency is a plus



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4. Proven ability to significantly ramp revenue in a new business territory, and a record of managing organizations that deliver targeted sales and market share numbers
5. Self-starter, Natural planner who looks ahead, raises issues, resolves them, and meet deadlines
Proficiency in MS Office and CRM software
6. Excellent interpersonal skills for interacting at every level of the organization
7. Effective communication and presentation skills
8. Excellent written and spoken English
9. Spoken and Written Mandarin is a plus
10. Bachelor's Degree in business administration, sales or relevant field

Interested applicants, please send your resume to hr@6estates.com.