

Position: Position: Business Development Manager/ Supervisor

Responsibilities:

- Explore and propose potential opportunities for new products, new business and new clients
- Deal, contact and work with partners to discover opportunity and maintain good relationship
- Identifies trendsetter ideas by researching industry, related events, competitors and client needs
- Screens potential business deals by analyzing market strategies, deal requirements, risk, investment, potential and financials
- Closes new business deals by coordinating requirements i.e. developing and negotiating contracts
- Act as project lead to make sure that it will be implemented successfully
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments
- Lead team and recruit team members
- Direct report to GM and CEO

Qualifications

- Excellent in written and spoken English
- Open for new graduate students who learn fast and want to grow with company