

Job Detail

Senior Level

Position Title	【Business Development Representative】 ESG software company 1,000,000+ users World Leading Company Business trip to Japan
Recruiter Company	Salient Talent Pty Ltd
Company Name	Company name is private
Activated / Updated	2024-05-03 / 2024-05-07
Job Type	IT (Other) - Presales Sales/AE - IT Sales
Industry	
Location	Asia Singapore Singapore
Job Description	<p>As a member of our professional sales team, you will both follow up on marketing inquiries as well as hunt for new business opportunities with the goal of setting appointments for our global salesforce. This is an opportunity to be part of a dynamic team that likes to work hard and have fun while they are doing it! All reps will be ramped up with a progression of virtual training, meetings with peers and business partners, and live practice to begin their sales journey. You will cover our growing market in the Japanese market and other Asian countries.</p>
Company Info	<p>【Responsibilities】</p> <ul style="list-style-type: none">• Proactively seek out new business opportunities through outbound calling to engage, consult, and set appointments for field Sales Executives• Focus on outbound campaigns and business development activities (calls, emails, social media) as well as promptly following up on inquiries coming from our awesome marketing programs• Leverage proven consultative sales methodologies to analyze the prospect's businesses to address their changing automation needs• Leverage current technology to develop and manage a follow up cadence to systematically nurture potential leads that aren't quite ready to buy• Participate in interactive training & educational sessions in order to stay abreast of changes in solutions, sales, and the industry• Consistently achieve and/or exceed daily activity and sales targets
Qualifications	<ul style="list-style-type: none">• 1+ year of sales experience, with a successful track record in a solution-based selling environment highly preferred• Software and/or software as a service (SaaS) product sales are highly preferred• JPN1 level is proffered
English Level	Native Level
Japanese Level	Business Level(JLPT Level 2 or N2)
Salary	SGD - Singapore Dollar SGD 45K - SGD 55K
Job Contract Period	Full time