

Business Development Manager

Core responsibilities

- » Sales Leadership: To lead and motivate a team of account managers/associates to achieve a common goal. This includes providing a clear direction, championing change, influencing others, and creating an environment that fosters professional and personal success.
- » Driving Results: To lead a team to achieve targets and goals.
- » Maximize sales across targeted sectors/industries: Advice and counsel Account Managers/Associates and Pre-sales team to develop strategic account plan to uncover business opportunities.
- » Grow Recurring Revenue: Convert large accounts to multi-year ELA
- » Expand platform adoption: To drive business opportunity involving the entire range of company products and services to light up the whole organizations in assigned sectors/industries
- » Increase Customer Acquisition: To sign up new customers from assigned sectors/industries
- » Customer Satisfaction: To lead the customer account planning cycle in assigned sectors/industries and ensuring customers' needs and expectations are met by the company
- » Executive Relationships: To initiate and maintain executive-level interaction and customer satisfaction.
- » Sales Coaching and Development: To individually coach, mentor and develop account managers/associates to enhance their performance. This includes coaching both sales skills and sales strategy, evaluating performance and providing individual mentoring and development plans
- » Sales Administration and Management: To manage buyer's cycle funnel and the line of sight by providing timely and accurate forecast, results and to nurture business excellence for the assigned sectors/ industries.

Job specifications

- » 6 – 12 years working experience in enterprise IT solutions or business analytics software sales and at least 3 years' of people management experience.
- » Proven business development skills. Must be able to generate, qualify and close business opportunities
- » Proven track record in meeting sales and business development goals.
- » Proven track record and contact network in clearly identified sector(s) is a strong advantage.
- » Ability to build and execute enterprise strategic account plan and gain customer trust

- » Ability to clearly define and describe the business needs of the client.
- » Possess initiative, problem solving, negotiation skills and interpersonal skills.
- » Good personal time management, work management skills and keen attention to detail.
- » Excellent communication skills, both written and oral in English and Bahasa Malaysia
- » Demonstrate ability in proposal writing and responding to tenders
- » Possess generally good understanding of enterprise solution buying criteria and processes in the B2B or B2G sales cycle.

How to apply

If you can see yourself as Esri Malaysia's Business Development Manager, then send us your resume, along with a cover letter addressing the selection criteria. Whilst we want to hear everything about you – please limit your cover letter to no more than two pages, and send to stee@esrimalaysia.com.my.

For more information regarding the role of Business Development Manager, please contact Sharon Tee, Human Resources, by phone on (03) 76295518.