

Associate Director - Business Development

SINGAPORE

Due to continued expansion across the group, we are recruiting for an Associate Director - Business Development in our Singapore office.

Job purpose and overall objective

To implement business development strategies for Equiom pan-Asia covering markets in Singapore, Hong Kong, China and other Asian countries.

Main or key responsibilities

- Working with the senior group executives to create business development strategies
- Preparing, monitoring and implementing business plans
- Developing and expanding the new business pipeline
- Promoting trust and corporate solutions to clients, professional intermediaries and regional markets
- Speaking with key clients and presenting cross-border solutions
- Writing articles for relevant business associations, magazines and newsletters
- Managing, mentoring and training business development team members

- Representing Equiom at events, including speaking at seminars and sitting on panels
- Developing brand building initiatives

Essential experience or qualifications

- A university graduate with a degree in business, finance, law or a related discipline
- A minimum of seven years' business development/sales experience within a professional services environment
- A track record of driving revenues
- Prior experience of relationship building, networking and client service
- Fluent in English in addition to Mandarin and/or Bahasa Melayu
- Experience of servicing clients and professional intermediaries
- A good network of existing contacts

Desirable experience or qualifications

- Experience in the private wealth or corporate advisory industries

Personal attributes

- Driven and determined to succeed
- Proven track record in business development and sales
- Strong skills in networking, building relationships and customer service
- Responsible and responsive to client requirements
- A team player who is able to work under pressure
- Independent, self-motivated and able to meet tight deadlines
- Excellent interpersonal skills
- Strong communication, presentation and writing skills