

Business Development Manager – I. T. Integration | Business Modeling

Smarter Gifter is a new start-up project with futuristic shopping model as the vision. The innovation is to connect existing diverse digital and information technology of our prospective business partners/vendors to our end-user customers.

Our group is seeking an experienced business manager with I.T. knowledge to assist integrating our platform with prospective business partners' I.T. platforms and build further long-term business relationships.

The successful candidate will be fully supported by our Primary Team Developer, Chief Technology Officer, Database Administrator, and end-user/customer service manager.

You will be responsible for business growth to negotiate with and bring new business vendors to channel their product information to Smarter Gifter.

Key Responsibilities:

- Business Development – responsible for building business vendors portfolio and maintaining excellent business relationship to drive revenues
- Identifying business opportunities, selling concepts to prospective business vendors where required and influencing the business vendors to give additional business based on demonstrated capability and past performance.
- Negotiate viable and sustainable pricing structure with different business vendors
- Conduct market research and identify competitors.
- Help building future alliances and nurture existing alliance with relevant business vendors.

Key Requirements:

- Bachelor or higher in I.T. degree or other relevant qualifications.
- Diploma in Business/Finance/Accounting
- Sound knowledge in I.T. Integration, Cloud, Cyber Security, Industrial IoT, Analytics
- 2+ years of experience and track record of sales success driving revenue through discovering, prospecting, creating business opportunities.
- Marketing experience with diverse marketing strategies preferred
- Able to work with other/external staff from business vendors' side
- Manage/collaborate projects and work activities with business vendors
- Excellent interpersonal, communication and presentation skills
- Strong strategic and conceptual ability.

Interested in Applying?

Please email our recruitment department for more information.

Please send your resume and a one-page cover letter to the link below.

