



Business Development Executive

Malaysia, Malaysia.

Company Info

Address Mid Valley City 59200 Kuala Lumpur, Malaysia

Category Sales & Account Management

Salary SGD 4,000 - 5,000

Type Senior Associate

Description

Company Detail

One of the top regional price aggregators in SE Asia for shopping experience online.

Responsibilities

- Proactively contact new and existing clients and educate, propose and secure buy-in on price aggregator business model.
- Identify, propose and sell programs to targeted organizations within the target markets set out by the company.
- Develop an understanding of client's business
- Provide world-class customer service in responding to general and specialized client requests via both phone and email, including billing inquiries, campaign activity inquiries and advertising relevancy issues.
- Be a key influencer in making digital price aggregator among eCommerce businesses in the market.
- Understand all new products and their roles.
- Responsible for special projects as assigned

Qualifications

- A bachelor's Degree/Diploma in Business or a related field preferred.
- Minimum 1 years of Internet media or media sales experience, preferred.
- Creative, problem solver with ability and experience understanding needs of customers and delivering innovative solutions.

- A good grounding on Internet & Mobile eCommerce industry.
- Outstanding written, communication and account management skills.
- Strong commitment to sales and customer service with good interpersonal skills, initiative and follow-through.
- Outstanding computer skills including strong knowledge of spreadsheets (MS Excel), word processing (MS Word) and presentations (MS Powerpoint)
- Able to handle multiple priorities.
- Strong attention to detail and organizational skills.