

Business Development Officer

ROLE AND RESPONSIBILITIES

More specifically, the duties and responsibilities of the Business Development Officer include the following:

1. To budget and plan annual sales target for the respective sales territory and to achieve the targets.
2. To maintain productive relationship with agents, merchants and potential merchants.
3. To advise/recommend marketing team for visibility of brands in the market
4. To Supervise & monitor sales activities and progress of agents and merchants.
5. To provide necessary support to agents and merchants to facilitate for growth of sales / business.
6. To manage cost of sales effectively
7. Any other responsibilities as assigned by the management.

JOB / PERSON SPECIFICATION:

QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Bachelor's Degree in Business or Management. The MBA or Master's degree in business /management studies shall be preferred.
- 5 – 7 years of relevant experience for Bachelor's Degree and 3 – 5 years for Master's Degree.

FUNCTIONAL SKILLS

- Negotiation skills
- Communication skills
- Interpersonal skills
- Analytical and numerical skills