

# Business Development Manager



admin@jobspace.co.id

Phone :

Web :

## Job Summary

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Vacancy :

Deadline : Jul 03, 2024

Published : Jun 03, 2024

Employment Status : Full Time

Experience : Any

Salary : Rp. 15.000.000

Gender : Any

Career Level : Staff

Qualification : Bachelor Degree

## Job Description

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Ganesha Kuwera is an HR consultant, We recruit for our clients, which are well-known Digital Scoring companies. Candidates will become permanent employees of our clients after 3 months probation **Role**

### Description

1. Develop and enhance sales and business development plans through due diligence,
2. understanding of client markets (quantitative and qualitative), and competitor analysis
3. Drive the software and service revenue by achieving individual sales quotas.
4. Focus on solution selling for prospecting and engaging key stakeholders (C-levels), and closing opportunities
5. Identify and define needs, articulate value proposition, differentiate competition and position for new market entry
6. Report on sales activity, pipeline development, and revenue forecast.

## Education & Experience

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Bachelor's Degree or Master's Degree in Business

## Must Have

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1. Has clients resources and project channel
2. Ability to develop businesses related to data solution and AI modelling
3. Highly self-motivated with the ability to work fast and smart independently
4. Excellent verbal and written communication skills in English
5. A strong team player with excellent personal relationship skills.
6. be able to adapt and work efficiently in a fast-paced and exciting working environment
7. Strong logic and innovative personality with the ability to adapt and work efficiently
8. Background in internet finance, fintech aggregators, or the banking industry is preferred

## **Educational Requirements**

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Bachelor Degree

## **Compensation & Other Benefits**

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Health Insurance, BPJS Tenaga Kerja, BPJS Pension, BPJS Kesehatan, etc