

Business Development Manager



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Phone :

Web :

Job Summary

Vacancy : 4

Deadline : Sep 15, 2023

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Employment Status : Full Time

Experience : 1 - 3 Years

Salary : Salary Negotiable

Gender : Any

Career Level : Staff

Qualification : Bachelor Degree

Job Description

1. Client Relationship Management: Cultivate and maintain strong relationships with corporate clients, understanding their unique needs and tailoring solutions to drive customer satisfaction and retention.
2. Business Development: Identify and target potential corporate clients, engaging in prospecting, lead generation, and outreach to expand the corporate client base.
3. Solution Presentation: Articulate the value proposition of ISP services to corporate clients through effective presentations, product demonstrations, and proposals.
4. Customized Solutions: Collaborate with internal teams to design and propose customized ISP solutions that align with corporate clients' specific requirements.
5. Sales Targets: Meet or exceed sales targets, contributing to the growth of the corporate segment and overall revenue for the ISP.
6. Market Analysis: Conduct thorough market research to identify trends, competitor activities, and opportunities in the corporate sector, providing insights for strategic decision-making.
7. Collaboration: Coordinate with cross-functional teams, including technical and support teams, to ensure seamless execution of services and timely issue resolution.
8. Campaigns and Promotions: Plan and execute effective marketing campaigns, promotions, and events targeted at corporate clients to enhance brand awareness and attract new business.

Education & Experience

1. Experience: Proven track record in B2B sales and marketing, ideally within the ISP, telecommunications, or technology sector.
2. Bachelor's Degree: A degree in Business, Marketing, or a related field.

Must Have

- 1. Customer-Centric Approach: Strong focus on understanding corporate clients' needs and providing tailored solutions to address their challenges.
 - 2. Communication Skills: Excellent verbal and written communication skills to effectively engage with corporate decision-makers and stakeholders.
 - 3. Negotiation Skills: Proficient in negotiation techniques to close deals, manage contract discussions, and secure long-term partnerships.
 - 4. Strategic Thinking: Ability to develop and execute strategic sales and marketing plans to target corporate clients effectively.
 - 5. Networking: Established network of corporate contacts and a proactive approach to building new relationships within the corporate sector.
- Analytical Mindset: Strong analytical skills to assess market data, identify trends, and make data-driven decisions.

Educational Requirements

Bachelor Degree

Compensation & Other Benefits

Sales Incentif