

Job Title: **Business Development Manager**

Organizational Unit: TRG International / Business Development / Business Development

Career Level: Manager

Travel: 70 - 80%

Education: Bachelor's Degree

Category: Business Development

Job Description

We are looking for **SALES people** with strong customer focus and proven networking ability to develop and maintain effective client relationship by seeking client requirements and creating solution whilst supporting and exceeding the business goals and objectives of the company.

Successful candidate should have proven track record of at least USD 300,000 sales revenue per year.

- Fulfill personal sales target (monthly/quarterly/yearly) set by the General Director
- Create and develop new sales into target sectors
- Independently deal and execute the sales plan and process
- Sell assigned solutions to customers in targeted regions
- Handle suspects and prospects from different sources; actively expand and -maintain networking contacts, professional affiliations, industry groups, and -related COI's (Centers of Influence.)
- Identify and qualify prospects to approach customers' necessary information and to arrange meetings to clarify their requirements
- Co-ordinate with the Customer Services Team to address contracts to customers if they agree with our solutions
- Together with Professional Services Team, analyze customers' requirements to work out proposed solutions and to arrange demonstrations to customers
- Co-ordinate with Marketing team for sales driven marketing strategy, activities, and events
- Prepare quotations and proposals for proposed solutions after meetings/demonstrations
- Make KPI report in a regular basis directly to the General Director

Job Requirements

- At least 04 years' successful experience in selling ERP software
- University Degree in Accounting, IT, Finance or Business related
- Ability to interpret changing dynamics
- Rapidly adaptive, able to learn and use new information quickly and effectively
- Ability to make prudent, objective decisions
- A “Can Do” attitude and willing to give things a go
- Articulate, intelligent, and ability to communicate at a high level
- Assertive and accountable for results
- Exhibit strong business acumen, professionalism and maturity
- Solutions oriented
- Perform the ability to tolerate stressful circumstances
- Ability to effectively communicate information/ideas, both verbally and in writing (includes advanced skills in reading comprehension, grammar, spelling, and vocabulary)
- Good command of both spoken and written English
- A general understanding of Business and Accounting/ Supply Chain
- Knowledge of software solutions and products (e.g. ERP, Accounting/Finance, etc.) as well as the industry status in Vietnam and the region
- Polished presentation skills and comfortably present to audiences of multiple senior stakeholders
- Ability to manage entire sales cycle from prospecting, calling, meeting, conducting needs analysis, solution selling, negotiating, and closing the deal
- Ability to report, forecast, and manage large sales pipelines

Job Skills Required

Cold Calling

Competencies Required

- Action Orientation

- Adaptability / Flexibility
- Command Skills
- Communication Skills
- Decision Making
- Embraces Change
- Ethics/Integrity
- Follow-up
- Learning and Continuous Improvement
- Teamwork/Team Player
- Trust
- Winning Attitude