

Job Title: **Business Development (Sales) Manager (Talent Management Solutions)**

Organizational Unit: TRG International / Talent Management / Business Development

Career Level: Manager

Travel: 50 - 60%

Education: Bachelor's Degree (at least)

Category: Talent Management

### **Job Description**

For information about our Talent Management Solutions, please visit: [Talent Management](#)

In this role, you will:

- Promote & build awareness of TRG's Talent Management's capabilities to an existing client or prospective clients
- Sell innovative employee assessment/ talent management solutions
- Develop a business plan to achieve the given target (both corporate and personal targets)
- Collaborate with the Client Services team to maximize the value for every client, using team selling as a primary means to accomplish volume growth
- Manage the entire sales cycle from building leads, prospecting, calling, meeting, conducting needs analysis, proposing solution, negotiating, and closing the deal
- Generate new business opportunities through networking & establishing channel partnerships
- Manage and strengthen relationships with existing clients & partners to drive growth
- Independently handle sales activities from the beginning to the end
- Cooperate & support with other BDMs and consultants to meet corporate objectives and ensure active sales pipeline (i.e. Individual & team)
- Other tasks assigned by CEO

### **Job Requirements**

- Bachelor degree or above
- More than 4 years' experience in selling human resource (HR) development related products, solutions or services
- A background in HR solutions sales, organizational development or management is a MUST
- A good understanding of human resources management services industry
- Proven track record in selling high value products/services/solutions to companies.

- High level contacts & relationships within companies & organizations
- Consultative sales skills
- A “Can Do” attitude and willing to give things a go
- Training skills, leadership, team work, can work under pressure
- A TEAM PLAYER who is willing to share and support team members
- Language requirements: native Vietnamese and fluent English

**Benefits:**

- Flexible office hours from Monday to Friday
- Friendly and supportive working environment
- Opportunities to attend company events such as Company Outing trip, Christmas Party, Corporate Social Responsibility activities
- Competitive salary and benefits scheme, 13th month salary, Red Envelop, Monthly team entertaining hangouts
- Extra Insurance Scheme (personal accident, inpatient, outpatient, dental care)
- 16 days annual leave per year
- Additional leave on Christmas day (02 days)
- Training opportunities about soft skills, professional skills and international certificate