

Job Title: Business Development Executive

Brief Description: The Business Development Executive is responsible for hunting and securing new revenue within existing portfolio of clients as well as seeking out new clients. To ensure an excellent client experience at all times and work in collaboration with the account teams to ensure smooth transition of accounts into the business.

Job Responsibilities:

- Achieve set revenue growth.
- Developing relevant networks/connections in the market.
- Works in collaboration with the team towards achieving set targets.
- Ensures compliance with organization's values, policies and standards.

Required Knowledge, Skills and Abilities:

- Client Relationship Building
- Self-motivated and results driven
- Ability to generate ideas and solutions
- Time management skills
- Ability to work under pressure
- Ability to communicate effectively at all levels of an organisation.

Experience & Qualification:

- Graduate with experience in Sales or Business Development
- Minimum two (2) years experience in service industry (Facility Services industry are preferred).