



(FAST GROWING STARTUP) BUSINESS DEVELOPMENT MANAGER

Young and energetic team

募集職種

採用企業名

EBC Tech Limited

求人ID

1471907

業種

その他（金融）

雇用形態

正社員

勤務地

日本

給与

経験考慮の上、応相談

更新日

2024年05月10日 01:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

その他言語

中国語：北京語 - ビジネス会話レベル

Either English or Japanese is required

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

Who we are...

At EBC, we believe in empowering people to live their best lives. We're a fast-growing start-up that's revolutionizing the way people manage their finances. Our mission is to become a trusted investment partner for global investors. We are made up of passionate individuals who are dedicated to providing our customers with the best possible experience. Are you a dynamic and results-oriented professional with a passion for driving business growth? As a Business Development Manager, you will play a crucial role in expanding our reach, building strategic partnership, and driving revenue growth. If you have a strong background within the industry and thrive in a fast-paced environment, we want to hear from you !

What You'll Do...

- Identify and pursue new business opportunities through research, prospecting, and networking
- Build and maintain relationships with key decision makers and influencers in target markets
- Develop and execute sales strategies that align with company goals and objectives
- Collaborate with marketing and product teams to create and execute targeted campaigns
- Negotiate and close deals that drive revenue growth
- Track and analyse sales data to identify trends and opportunities for improvement
- Represent the company at industry events and conferences

What You'll love about us...

- Competitive salary – we believe great talent deserves great compensation!
- Do something meaningful; Be a part of the future of finance technology and the no.1 company in the industry
- Fast moving, challenging and unique business problems
- Great career development opportunities in a growing company
- International work environment and exposure to a global team

We are an equal opportunity employer and will always promote a more diverse and inclusive environment. We are committed to being a welcome employer for all candidates.

Notes for candidates:

You will work in office. If you have reason to work from home, we can discuss about it.

スキル・資格**What You'll Bring...**

- Bachelor's degree in Business Administration, Finance, Marketing or related field
- 6+ years of experience in business development or sales, preferably in the financial industry; Candidate with less experience, may consider as Business Development Executive
- High empathy and High Integrity
- A Proven track record of success in driving revenue growth through new business acquisition and account management
- Experience working with CRM and other project management tool
- Have a natural ability to connect with people and maintain strong, healthy relationships
- Have strong strategic thinking and problem-solving skills
- Ability to work independently and collaboratively in a fast-paced environment
- Willingness to travel and explore opportunities
- Native Japanese with good command of English or Chinese

会社説明