

Business Development Manager

- **Hong Kong Listed Company**
- **Excellent Working Environment**
- **Aggressive Package**

Our client is top tier Hong Kong Listed Business Solutions Company. They are now seeking for a high caliber candidate to head up the Sale Department for the whole Group.

The incumbent will report to Sales Director.

Responsibilities:

- Lead a team of sales professional ensuring attainment of sales goals and profitability.
- Explore new business opportunities, formulate account development plans and sales strategies for penetrating into the assigned market
- Prospect enterprises and promote software products such as Manufacturing, HRM, Supply chain, BI and Finance to customers
- Monitor competitor activity within the channel market and to form strategic plan for increasing market share

Requirements:

- University graduate in Business, Industrial Engineering, or IT discipline
- At least 6 years in business development and channel management experience
- 4 years IT Business solutions experience with good understanding ERP solution
- Experience in managing telesales functions will be an added advantage
- Independent, self-motivated, excellent communication and customer interaction skills
- Excellent oral and written presentation skills in Mandarin and English
- Willing to travel occasionally is required

To apply, please forward your resume quoting job reference no. to GSI 8513 resume@gsiconsultants.com.hk or call+852 3755 5400. All applications will be treated with strict confidentiality. Only short-listed candidates will be notified.