

Business Development Executive

Employment Type: Permanent (Full-time)

Location: 10 Jalan Samulun, Singapore 629124

Responsibilities:

- Learn about the relevant industrial sectors
- Learn and promote company's products and services
- Preparation of presentations and marketing material to clients
- Preparing and submitting of pre-qualification material
- Assist Business Development Manager in liaising and coordinating with various departments on the projects and preparation of bids during tendering stage
- Assist in organising and attending overseas marketing trips
- Conduct presentations to both large and small groups for clients
- Build sustainable relationships with all clients
- Implement sales strategies based on market research and competitor analyses when market forces change
- Provide appropriate attitude to drive "Customer First" mentality throughout the organization

Requirements:

- Bachelor's Degree in Maritime, Shipping, Business, Finance, or related field preferred
- Passionate about the industry
- Strong Interpersonal and communication skills (both verbal and written) with foreign companies
- Proven oral, written telephone and presentation skills
- Excellent analytical, problem solving ability, collaboration skills, and the ability to drive results
- Strong critical thinking skills, organizational skills, attention to details
- Work independently and manage multiple projects in a fast-paced environment
- Ability to work outside of working hours, travel when necessary to meet with customers, attend conferences/exhibitions, clients' luncheon and dinner events as well as industrial networking sessions

Interested applicants to email your resumes to hr@bakertech.com.sg stating expected salary and earliest possible start date.

We regret to inform that only suitable applicants will be contacted for an interview.