

BUSINESS DEVELOPMENT ADVISOR

Role Based in Singapore Office

As Asia Market Entry's Business Development Advisor, using a consultative approach, you balance the needs of the company with the needs of our customers.

Your role is a blend of direct sales, account management, and channel development. You are responsible for building, maintaining, and developing a new sales pipeline across the region to increase the profitability of key customers.

Reporting directly to the Commercial Director, as a Business Development Advisor you are accountable for:

- Following up on incoming leads received in the region on behalf of AME customers adhering to the agreed SOW.
- Proactively sourcing and chasing new deals on behalf of our customers.
- Negotiating deals and managing the deal cycle from start to finish.
- Managing existing accounts, including increasing AME revenue from existing accounts through the upsell of additional services, offerings and markets.
- Maintaining strong business partnerships locally and regionally with existing and potential future channel partners.
- Channel development on behalf of AME customers, including researching, pitching, and securing an ecosystem of partnerships to complement AME customers, including system integrators, resellers, and consultants.
- Partnering with marketing to plan and organise marketing campaigns and initiatives, including webinars, seminars, whitepapers, and trade events.
- Ensuring an accurate and updated list of all external regional partners and stakeholders such as corporate services, marketing, and digital partners.
- Sourcing, identifying and qualifying potential partners for AME and spearheading partner-related activities not limited to webinars, road/tradeshows, workshops, conferences, and events to ensure long term successful collaboration.

As a Business Development Advisor, you are a critical member of the team responsible for the commercial success of AME and our customers. Your success is measured by your meeting your revenue targets and client retention.

If you are interested, please send through your CV and cover letter to : careers@asiamarketentry.com

