

BUSINESS DEVELOPMENT EXECUTIVE

RESPONSIBILITIES

- Identify new markets and business opportunities through various channels (cold-call, network, tender notice, marketing, etc.) in the Environmental Services industry (mainly housekeeping services)
- Carry out costing analysis and proposal write-ups and follow up with prospective clients
- Negotiate with prospects, close the deal, and perform after sales services
- Expand existing clientele base
- Perform cross-selling and up-selling
- Analyze and keep track of the market trend
- Carry out any other business development related works

REQUIREMENTS

- Diploma in Sales / Marketing / Business Administration with relevant experience, preferably in Environmental Services industry
- Possess good business acumen
- Be self-driven, result-oriented, proactive and positive
- Possess strong communication and interpersonal skills

Interested applicants, please send in your resume to sg.hr@uemsgroup.com.