

Business Development Manager

Mind Your Language (MYL) is a leading language service provider in Asia with an extensive Client profile consisting of Fortune 500 companies and key regional players in various sectors. We are expanding our team and seek a Business Development Manager to support the company's aggressive expansion plans.

The Business Development Manager will be responsible for implementing the company's sales strategy through prospecting and lead generation to qualify sales opportunities, closing deals and managing incoming sales enquiries which will contribute significantly towards the business' revenue growth.

RESPONSIBILITIES

The Business Development Manager's key responsibilities will include:

- Working closely with the Commercial Director to execute new client acquisition strategy;
- Responsible for self generated lead initiatives to ensuring accomplishing sales targets
- Approach target prospects through warm/cold calling;
- Identify high value prospects, arrange and lead meetings/scheduled calls;
- Achieve assigned KPI targets for prospecting, opportunity generation and sales;

SKILLS & ATTRIBUTES

- 3-5 years of sales experience in a B2B environment;
- Regional selling experience in Greater China is a plus;
- Proven track record of delivering sales revenue;
- Confidence in selling by phone and email;
- Team player with a collaborative and inclusive way of working;
- Highly organized with excellent time management skills;
- Good attention to detail;
- Self-starter and driven with a positive 'can-do' attitude;
- Excellent written and spoken English, spoken Cantonese and/or Mandarin is a must;
- University degree

For more information on MYL and our company culture, please refer to www.myglobal.com/home/permanentjobs.

If you believe that client satisfaction, integrity, teamwork and innovation are values that make a great business, you are the right kind of person for our business. Please send your CV with expected salary to vincentlee@mylGlobal.com **Only Hong Kong-based candidates will be considered.**