

Position title: Business Development Manager Singapore	Product: Cadena HRM Series 5/PayTime
Location: Singapore	Market: Singapore

Job Description

Cadena is looking for an experienced and talented Business Development Manager to drive sales of our HRIS products in Singapore. In this role, you will leverage Cadena's unique service and product offerings and position Cadena as the vendor of choice within our target markets.

Day-to-day you will:

- Identify potential markets, market segments and customers.
- Define sales targets for the selected market segments for the sales team
- Manage direct sales activities such as email campaigns, telemarketing, arranging sales meetings for the sales team of Cadena or for its partners, all structured with the support of an CRM system.
- Constantly update prospect database information following direct sales activities.
- Execute sales meetings independently or with support of a Sales Consultant, including presentations.
- Prepare and deliver detailed quotations and proposals, independently or with support of a Sales Consultant.
- Follow up proposals, provide additional information when requested by the customer, and negotiate when necessary, until the deal is closed.
- Support Cadena's partners during sales meetings and quotation/proposal preparation, and assist partners in answering prospect's follow up questions and information requests.
- Present sales, revenue and realistic forecasts to the management team.

Your Profile

You have at least 3 years of sales experience (a plus if in business software solutions) and have a Bachelor's Degree in marketing, management information systems or a related field.

- Proven track record of capturing and growing customer and market share.
- Extensive sales experience with business applications and/or IT solution.
- Willingness to travel up to 50%.
- Self-motivated with strong organizational, planning and problem-solving skills.
- Ability to handle multiple tasks concurrently and meet deadlines, despite conflicting demands.
- Excellent communication skills, both verbal and written, and can clearly articulate complex messages and requirements.

We offer

- An inspiring work environment!
- Competitive salary packages.
- Annual salary reviews and adjustments.
- A knowledge sharing atmosphere and teams full of enthusiastic professionals.
- Training and education.
- Career development opportunities.
- Company activities parties.

Cadena International Pte. Ltd.

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