



Business Development Manager/ Center Manager- Native English Speaker with HKID welcome

Job Reference: HKLTC 20110108

Identify opportunities and close sales for HKLTC-Business English to deliver educational services and products for targeted industries.

Responsibilities

Conduct sales calls, make presentations, provide services support and perform other sales and marketing functions as needed.

1. Ensure account coverage of assigned accounts.
2. Find new accounts.
3. Use Solution Selling Skills to create new visions for prospects that result in additional opportunities within current HKLTC-Business English customers and new prospects.
4. Assist Senior Consultants – Student Recruitment, to uncover new opportunities within current account base.
5. Notify customer service of incoming jobs and any potential special needs of a job or client.
6. Work with Senior Consultants to ensure best possible service to clients.
7. Ensure the most profitable revenue from each job.
8. Ensure any billing issues are resolved to keep all accounts paid within seven (7) days.
9. Assist in building strategy for student recruitment inside division.
10. Assist in building the capital, labor and operational budget for the division

Minimum Requirements

1. Bachelors Degree in Marketing and Business Administration.
2. 5+ years experience as a successful sales representative in a solution selling environment in HK or PRC

Competencies

Organizational

1. Building Customer Loyalty: Effectively meeting customer needs; building productive customer relationships; taking responsibility for customer satisfaction and loyalty.



2. Building Trust: Interacting with others in a way that gives them confidence in one's intentions and those of the organization.
3. Communication: Clearly conveying sales information and ideas through a variety of media to individuals or groups in a manner that engages the audience and helps them understand and retain the message.
4. Formal Presentation: Presenting sales ideas effectively to individuals or groups when given time to prepare; delivering sales presentations suited to the characteristics and needs of the audience.
5. Interpersonal Skills: Ability to appeal to a wide audience including senior managers as well as junior staff.
6. Negotiation: Effectively exploring alternatives and positions to reach outcomes that gain the support and acceptance of all parties.
7. Tenacity: Staying with a position or plan of action until the desired objective is obtained or is no longer reasonably attainable.
8. Sales Ability/Solution Selling Skills: Capable of creating customer visions by listening to customer's needs and developing those needs to a point that will require customer to take action. Work with customers to create a vision that resolves their issues and then map those needs to HKLTC-Business English capabilities. Using appropriate interpersonal styles and communication methods to gain acceptance of a product, service, or idea from prospects and clients.

Technical

1. Solution Selling: Work with customers to create visions by understanding customer's business needs, and mapping those needs to HKLTC- Business English Capabilities.
2. Educational and training Services: Understanding of the services available in language and translation.
3. Industry Knowledge: Understanding of the work processes and business issues in targeted industries (finance, legal, pharmaceutical, healthcare, or mutual funds/compliance).
4. Interpersonal Skills: Ability to influence other business units and personnel to work in a team selling approach.

We provide attractive compensation and comfortable working environment.

Track record: Present the sales track record of services and products with reference check

Contact center coordinator Ms. Rosaline Yeung and email to ryeung@language.com.hk