**Business Development Manager:**

We are looking for an ambitious and energetic Business Development Manager to help us expand our sales and service. You will be the front of the company and will have the dedication to create and apply an effective sales strategy.

The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

Responsibilities

* Develop a growth strategy focused both on financial gain and customer satisfaction
* Conduct research to identify new markets and customer needs
* Arrange business meetings with prospective clients
* Promote the company’s products/services addressing or predicting clients’ objectives
* Prepare sales contracts ensuring adherence to law-established rules and guidelines
* Research prospective accounts in targeted markets, pursue leads and follow through to a successful agreement
* Understand the target markets, including industry, company, project, company contacts and which market strategies can be used to attract clients
* Collaborate with design and sales teams to ensure that requirements are met
* Build long-term relationships with new and existing customers
* Develop entry level staff into valuable salespeople
* Follow the latest industry developments and stay up-to-date on corporate competitors

Requirements

* Proven working experience as a business development manager, sales executive or a relevant role
* Proven sales track record
* Experience in customer support is an advantage
* Proficiency in MS Office and CRM software (e.g. Salesforce)
* Native English speaker
* Market knowledge
* Communication and negotiation skills
* Ability to build rapport
* Time management and planning skills
* BSc/BA in business administration, sales or relevant field

For more information please contact:

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