

# **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.
- 5+ years experience as a successful sales representative in a solution selling environment in HK or PRC

#### Competencies

#### Organizational

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



## **BUSINESS ENGLISH**

- 2. Building Trust: Interacting with others in a way that gives them confidence in one's intentions and those of the organization.
- 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.
- Industry Knowledge: Understanding of the work processes and business issues in targeted industries (finance, legal, pharmaceutical, healthcare, or mutual funds/compliance).
- 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 <a href="mailto:ryeung@language.com.hk">ryeung@language.com.hk</a>