

Business Development Manager

Responsibilities:

- To identify and to develop business opportunities in Cyber Security Solution. Familiar with solution like RSA, Gemalto
- Able to present the solution to prospects/clients
- Require to work closely with the Product Manager and the respective team member on the go-to-market objective
- Building relationships and developing business opportunities with potential partners.
- Maintaining business relationship with potential prospects/customer and create upselling opportunity
- Driving business opportunities and able to materialize it to sales.
- Meet sales quota given

Requirements:

- Salary is negotiable depending on experience
- Education: Minimum Diploma
- Experience: At least 1 year in software sales
- Added advantage: Background or familiar with Cybersecurity / Cloud Management / Data Management / CRM

Additional Information:

- Office based in KL Eco City
- Walking distance to LRT Abdullah Hukum
- Office Hours: Monday - Friday, 9am - 6pm
- Smart Casual Fridays
- Benefits: Dental, Medical, Optical
- Parking Allowance