

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

### Job Description

Cadena is looking for an experienced and talented Business Development Manager to build a pipeline of sales for our HRIS products in Singapore and the rest of SE Asian. 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 targets for the selected market segments in consultations with the other teams
- Manage business development activities such as email campaigns, building a database of prospects, qualifying leads and 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 activities.
- Prepare and deliver detailed quotations and proposals, independently and with support from other teams and partners.
- Follow up proposals, provide additional information when requested by the customer, and negotiate when necessary
- 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 the business development activities and plans to the management team.

### Your Profile

You have some business development experience for business software solutions and have a feel for marketing, business development and the field of Human Resources.

- Willingness to travel up to 20%.
- Self-motivated with strong organizational, planning and problem-solving skills.
- Ability and willingness to learn and grow
- 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.
- Potential to grow with the company
- A knowledge sharing atmosphere and teams full of enthusiastic professionals.
- Training and education.
- Career development opportunities.

**Cadena International Pte. Ltd.**

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