

Business Development Executive (Thailand)

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Company: AWE Global Investments Pte Ltd

Location: Thailand

Category: other-general

AWE Global Concepts LLP is a subsidiary of AWE Global Investments Pte Ltd.

At AWE Global Concepts, we develop your ideas into concepts and make them into reality. From events to exhibitions, we focus on delivering your projects executed with the highest standards to ensure your satisfaction.

Established in Singapore since 2012, we are now expanding our business into Thailand.

Brief nature of business:

- LED video wall rental and distributorship
- Events
- Exhibitions
- Festive Décor

The Role

About the candidate

We are looking for a resilient, passionate and ambitious business development executive to contribute to the growth of AWE Global Concepts in Thailand. Business development executives are responsible for finding and retaining clients, encouraging existing clients to purchase added products or features, and remaining abreast of changes in consumption.

To be successful as a business development executive, you should be adept in networking with the intention of attracting and retaining clientele. Ultimately, an outstanding business development executive will keep a close eye on clients' feedback to ensure that our products

and services always exceed expectations.

Business Development Executive Responsibilities:

- Familiarizing yourself with all products and services offered by our company.
- Procuring new clients through ways such as direct contact, word-of-mouth.
- Search for the new clients and project opportunities in the commercial display market (LED Display, LED Videowall, Digital Signage);
- Attending networking activities to research and connect with prospective clients.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Suggesting upgrades or added products and services that may be of interest to clients.
- Crafting business proposals and contracts to draw in more revenue from clients.
- Negotiating with clients to secure the most attractive prices.
- Reviewing clients' feedback and implementing necessary changes.
- Remaining in tune with trends in consumption to ensure that our offerings remain relevant.

Work Perks:

- An uncapped commission scheme so you'll get exactly how much you accomplished.
- Flexible work arrangements, work from home or anywhere at your comfort
- Fast-paced, fun, and collaborative culture within the company
- Opportunities for growth and career advancement

Ideal Profile

Business Development Executive Requirements:

- ***Excellent written and verbal communication in both English and Thai.**
- ***Please submit your resume in English, resumes not in English would be disregarded**
- Proficiency in marketing and business administration.
- Extensive sales experience.
- Resourceful with outstanding research skills.

- Familiarity with the Thailand commercial display market, together with having solid relationships and resources associated with commercial display integrators, or advertiser customers preferred
- Intuitive and insightful, particularly regarding clients' behaviour.
- Ability to generate revenue by identifying clients' requirements and suggesting suitable products or services.
- Professional yet friendly disposition.
- Neat, well-groomed attire.
- Great networking skills.
- Emboldened by challenges.

What's on Offer?

Flexible working options

Fantastic work culture

A role that offers a breadth of learning opportunities

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