

Business Development Manager

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Company: China Mobile International Limited

Location: Thailand

Category: other-general

Business Development Manager Asia Pacific Region Thailand Thailand Subsidiary Business Development Management Middle Apply

Responsibility

- Focus on the achievement of committed sales targets and key performance indicators of data service selling (Enterprise segment in particular)
- Respond to and follow up on all referrals, leads and sales enquiries in a timely manner and convert to sales; and prepare new contracts upon success of sales activities.
- Explore new customers, develop new business opportunities, and secure new profitable revenue from enterprise segment focus on Chinese MNCs in Thailand.
- Establish and strengthen business relations with potential enterprise customers.
- Monitor and report on pipeline forecast opportunities and activities, and conduct business analysis to improve performance constantly
- Work closely with CMI internal resources to develop business solutions and proposals and to maximize customer satisfaction and business opportunities – marketing, presales and others
- Handle ad hoc projects as required

Requirements

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data service selling (Enterprise segment in particular)

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- Handle ad hoc projects as required

** The final Job Title offered will depends on the years of working experience.

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