

Business Development:

- Developing and managing a portfolio of Key Accounts.
- Building strong relationships with the existing portfolio of clients.
- Ensure high levels of customer satisfaction as well as up-sell and cross-sell potential within existing customers.
- Coordinating pre-sales and post-sales follow up.
- Building strong and collaborative relationships with both external and internal stakeholders.
- Monitoring market trends and identifying key potential partners by perform extensive market research.
- New business generation by meeting potential clients to understand needs and providing relevant solutions.

Project Management:

- Overseeing the development of the assigned projects' deliverable with high quality of work that is within the timeline and budget.
- Sets clear expectation with cross-functional team to define project scope, goals, deliverables, resources, timelines and milestones.
- Providing proper materials/documentation when necessary ensure smooth communication between clients, the creative team and external resources.

Job Requirements

- You have at least 2 years experience in Business Development (B2B) or Sales/Key Account Management, ideally within Media & Entertainment and Urban Culture.
- Experience in Sales Training would be a strong advantage.
- You have a proven track record of meeting/exceeding your targets.
- You have strong experience in consultative sales and possess the ability to prospect and manage senior level relationships.
- You possess excellent interpersonal as well as written and verbal communication skills.
- You are a self-starter and demonstrate a high level of resilience.
- You are a strong networker & relationship builder.
- You are highly goal-driven and work well in fastpaced environments.