

Business Development Manager

Taipei

Full-time

Take5 People, a leading regional HR SaaS software solution provider focused on developing software solutions based on best-of-breed technologies to meet challenging business and statutory requirements. Our solutions currently cover all the requirements for China, Hong Kong, Taiwan, Macau, Singapore and Malaysia.

Our solutions were awarded as the Best Payroll Software, Best Payroll Outsourcing and Best HR Management System for the years 2015 and 2016 by Human Resources Magazine in Hong Kong.

Take5 People - The next generation HCM developed to manage all human aspects of your business and **NOW YOU CAN** get more out of your workplace with Take5 People.

What you will be doing:

- Build close relationship with clients' HR team, and develop the strategic partnership with target or potential clients
- Actively participate in marketing campaigns and events to promote Take5 People's brand awareness in the marketplace
- Profile and develop target clients by understanding their business needs, and build the high-quality HR System & Services solutions for clients
- Conduct tender response, business negotiation, internal coordination, as well as ensure the successful implementation of projects
- Achieve the quarterly and yearly individual sales target assigned by company
- Input and update the prospect and clients' profiles in CRM system
- AR management together with Finance and Services team

About you:

- Bachelor degree or above in Computer Science, Business Administration or related
- 5+ years of working experience in MNCs or well-known local companies
- 2+ years of successful sales experience with HR solutions
- Strong communication skills, the ability to work with people at different level
- Excellent presentation skills
- Hands-on, and work as a team player
- Proficiency in English and Chinese

業務拓展經理主要對業務發展負責，通過維護現有客戶和拓展潛力客戶達成銷售目標，擴大公司的市場佔有率。

你的工作日常是:

1. 與客戶的人力資源團隊建立緊密聯繫，積極發展與目標客戶/潛在客戶的戰略合作關係
2. 積極參與公司線上線下的市場活動，提升 Take5 在目標市場/地區的品牌認知度
3. 開發目標客戶，充分瞭解客戶需求並積極跟進，制定高品質的 HR 系統解決方案，負責商務談判，協調內部相關部門的工作，輔助專案方案的有效實施
4. 通過 CRM 系統維護客戶檔案，確保各項資料完整準確，並且做好動態管理，積極管理回款

我們希望你:

1. 電腦、企業管理及相關專業的本科及以上學歷
2. 五年以上的外資或知名本土企業的工作經驗
3. 兩年以上的 HR 解決方案成功銷售經驗
4. 溝通技能出色，能夠勝任與不同層級的人打交道
5. 工作態度積極進取，有團隊合作精神
6. 熟練掌握中英文的會話與寫作

- 可參閱 104 看更多資訊 <https://reurl.cc/ZOOR63>