



Introduction: Unimas Consulting is a Singapore Enterprise, providing Consulting Services in Enterprise Performance, RPA, Digital Transformation and IT Solutions in Treasury Management, Supply Chain Management as well as Tailored Enterprise Solutions.

We are looking for a sale driven individual with potential to be a sales achiever. We seek an excellent resource who will develop and execute a multi-faceted sales strategy to gain market share and build the highest levels of customer satisfaction and loyalty.

You will have accountability and responsibility for our SAP consulting, Business Process Re-Engineering, Third-party Software Partnerships, In-house Developed Software Products and Enterprise Sales Activities in APAC. You will be a hands-on and participatory team member, who will execute and drive revenue growth through new bookings, expansions, upsells, and renewals while nurturing retention.

The below job requirement is for our Singapore Office.

Job Title: Business Development Lead

Preferred Experience: Minimum Bachelor's Degree

Key Responsibilities:

- Manage Targets: Deliver quarterly and annual revenue objectives; track opportunities, maintain up to date account profiles, accurately and consistently forecast business as requested.
- Build regional value: create meaningful competitive differentiation in diverse countries, industries and markets, executing the company's vision, strategy, business model and business plan in the region.
- Scale to grow: Propose and implement necessary adjustments to optimize performance and build/refine the infrastructure to facilitate growth.
- Shape a collaborative, transparent, and entrepreneurial culture.
- Provide accurate and timely management information, revenue forecasts, reports and analysis, and ensure clear communication to executives and key partners.
- Track and analyse sales activities to understand and capitalize on buying trends and patterns.
- Responsible for implementing a robust sales process including Lead Generation, Prospecting, Pre-sales/inside sales and deal closures.
- Maintain a high level of knowledge of Third-Party Treasury Management, Supply Chain Management and Enterprise Automation Software Solutions that Unimas offers.

Requirements:

- Appetite to grow
- Relationship builder, someone who can open doors with the right clients, generate client leads, land and expand and ultimately close deals
- Strong collaborator that works well cross-functionally, internally, and externally
- A creative, out of the box thinker with an operational mindset with a strong dose of curiosity to achieve results
- Demonstrated ability to work in a rapidly changing environment
- Process Driven with the ability to use quantitative and analytical skills to drive sales growth, form strategy, create consistency and execute on performance
- Keen to get into a start-up selling great products for global & local clients
- Negotiation skills and an ability to handle chaos
- Good analytical and presentation skills
- Good written and verbal communication skills



Personal Characteristics:

- Energetic, ambitious and impact oriented individual, who cares about maximizing company's growth and working collaboratively towards goals
 - Strong communicator who can effectively sell complex IT solutions
 - Intellectually curious, does not have it all figured out and is excited about coming to work to build something great, motivated by the product and the team
 - Trustworthy, a respected member of the organization.
 - Needs to be a customer focused individual, focused on selling solutions that are best for the customer- making it easy, fast and what they need versus pushing solutions that don't fit their needs
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