



Happynarae America

About Us

HAPPYNARAE is a social enterprise specializing in supply chain management (SCM) and creating social value in collaboration with its clients. Founded by SK, HAPPYNARAE is a sourcing and procurement service company that utilizes its entire revenue to support and connect social enterprises, thereby generating social value. HAPPYNARAE AMERICA LLC. is the US subsidiary of HAPPYNARAE, primarily focused on procuring maintenance (MRO) products for the EV battery industry etc.

Job Title: **Business Development Manager – KY/TN**

Location: **Memphis, TN**

Employment Type: **Full-time, Salary, Exempt, On-site**

Responsibilities

- Develop and execute strategic business development plans, evaluating progress on a monthly, quarterly, and annual basis.
- Identify and pursue new business opportunities within the procurement and logistics sector through innovative strategies and comprehensive market research
- Provide exemplary customer service, nurturing strong relationships with clients and suppliers
- Skillfully negotiate pricing with customers and vendors to achieve favorable outcomes.
- Cultivate and manage relationships with key suppliers to ensure a robust and dependable supply chain network
- Facilitate trading transactions in accordance with company policies and procedures.
- Standardize order specifications to streamline processes and improve customer satisfaction.
- Formulate and implement procurement strategies to support business growth and objectives.
- Supervise order flows and oversee purchase order statuses to ensure timely delivery and customer satisfaction.
- Analyze sales, purchasing, and lead-time data to identify areas for improvement and implement necessary improvements

Qualifications

- Strong interpersonal communication skills
- Must be KOR/ENG Bilingual
- Bachelor's degree in business administration, Marketing, or related field.
- Proven experience in business development, sales, and procurement.
- Strong leadership skills with the ability to motivate and develop a high-performing team.
- Must be able to work legally without visa sponsorship

Benefits

- Health, Dental, Vision Insurance
- 401K (Matching)
- PTOs (Vacation, sick, holidays, & parental leaves)



UIBS