

Sales/Business Development Manager

Company Overview:

Established in 2010 and headquartered in Singapore, BIPO is a **global payroll and people solutions** provider. Our comprehensive **total HR solutions** include our Human Capital Management (HCM) suite, Global Payroll Outsourcing (GPO) and Employer of Record (EOR) service across 160+ global markets.

We are better connected to support companies' payroll and people solutions needs through a global network of 40+ offices, four R&D centres, and business partners across 160+ markets. To date, we have served 560,000+ headcounts and 4,600+ clients.

Role Overview

- Generate leads (new and prospective customers) by identifying opportunities within Asia market and execute the end-to-end sales process.
- Build awareness of BIPO's Total HR Solution and value proposition through engagement with key stakeholders within prospective accounts.
- Leads sales engagement and involves resources as needed to address prospect's needs and business problem(s)
- Effectively communicates how BIPO Total HR Solution solve business problems.
- Independently devising and delivering solution-oriented sales presentations, conducting system demonstrations, and guiding clients through the process effectively
- Preparation of proposals such as pricing proposals, responses to Requests for Proposals (RFPs), presentations, and other related tasks.
- Maintain and prepare timely sales pipeline information in CRM and related reports.

Skills And Experience We Value

- Bachelor's Degree or equivalent combination of education and relevant experience
- Highly sales driven individual with a passion to learn.
- 1-3 years prospecting, developing and closing leads for new business and/or 1-3 years of achieving sales objectives in the related HR technology, software and/or HR related services market a plus.
- Ability to develop relationships with mid-level and C-suite leaders by leveraging a strong understanding of business drivers, value expectations and business case components.
- Ability to effectively negotiate with internal and external stakeholders.
- Proficient in networking within business settings as and when required.
- Proficient with corporate productivity and web presentation tools
- Excellent verbal and written communication skills
- Strong listening and presentation skills

Reward and Recognition:

- Competitive salary package
- Uncapped commissions
- Opportunity to gain valuable insights and learn the ropes in the software and services industry through mentorship.

Useful links

- Website: www.biposervice.com
- Facebook: <https://www.facebook.com/biposvc>
- LinkedIn: <https://www.linkedin.com/company/bipo-svc/>

To apply for this role, please contact asean.hr@biposervice.com