

Business Development Manager (Job Code: 1001)

- **Emerging Market Leader**
- **Premium Product Portfolio**

As an emerging leader in training, consulting and implementation business, TMI is now focused on developing and implementing effective sales and marketing strategies to further drive its dominant position in the market.

Reporting to the Group CEO, your focus will be to augment and maximise the company's client base across the region. In identifying and delivering new revenue streams you will drive business growth and build on long-term partnerships.

You will be directly accountable for championing significant sales growth building brand awareness and new business opportunities within Malaysia and the region.

You will ensure that best practice sales and marketing systems and processes are in place and build upon our culture of customer service excellence and the provision of a quality service.

Your confident presentation skills coupled with your relationship building skills with be evidenced by client testimonials that are clear examples of an experienced professional.

You must have a high level of (national) sales strategy design and implementation and have the ability to expand on current (sales) methodologies and associated (sales) management tools to take the sales division to a new level of professionalism; establishing and maintaining close professional relationships with key customers and providing regular market analysis, reporting and forecasting.

To be successful in the role you must have:

- A basic degree in either business or marketing or related fields
- Minimum 5 years of Business development experience, preferably in the training and consulting field.
- Demonstrated strategy development and implementation and long-term planning skills
- Excellent communication & influencing skills at all levels
- Achievement driven with a relationship focus
- Able to work well in a team
- Superior negotiation skills
- Proven track record in exceeding sales targets



Transformation Managed with Inspiration

- Excellent track record in achieving business outcomes within a similar environment
- Experience in managing significant projects & budgets
- Can target companies and open doors to create opportunities
- Understand training particularly sales training.
- Is able to develop training solutions for clients.
- Can write proposals & deliver client presentations
- Participate in networking events and explore at various marketing strategies to develop business.

Remuneration & Benefits

- Basic Salary, allowances, personal and team Incentives and mileage claims for travel
- 21 days annual leave
- Birthday leave
- Discretionary Annual Performance Bonus
- Flexible time (5-day work week)
- Smart casual work attire policy
- Above all caring organization that strongly advocates work-life balance and personal development

If interested please contact, Arvind (013-396 4226 / 03-6203 4410) or drop him an email at arvind@tmimalaysia.com.my with a detailed CV, current and expected salary.