

## Détail de l'offre : Business Manager (IT & Telecom)

<b>Partenaire</b>	French Chamber of Commerce Singapore
<b>Adresse</b>	541 Orchard Road, #09-01 Liat Towers
<b>Code postal</b>	238881
<b>Ville</b>	Singapore
<b>Référence</b>	ZR_606_JOB
<b>Titre</b>	Business Manager (IT & Telecom)
<b>Description du poste</b>	On behalf of our client specialised in Distribution of IT and Telecom equipment to key accounts, we are looking for a:

### Business Manager (IT Hardware)

The Business Manager is a key person in our organisation and a driver of the business. He/she will interact extensively with our sales team in the region and with various vendors or customers. He/she will follow up sales pipelines, generate quotations, oversee day-to-day sales operations, and make sure that orders are delivered smoothly.

This position is a great opportunity for a suitable candidate with strong business acumen, an interest in technical products, and is willing to drive a regional business on his/her own.

#### Responsibilities:

- Lead the sales operations activities on a day-to-day basis
- Generate quotations, follow up the sales pipeline, partner with the sales team
- Nurture a network of vendors and enhance our sourcing capabilities
- Process and follow up with orders, coordinate internal resources, update our ERP system
- Monitor deliveries and ensure full satisfaction of customers
- Update customer information and report actions in our CRM system
- Maintain and develop the knowledge base of our products
- Develop our shipping capacities and improve our practices
- Prepare and execute Marketing activities to support our regional business

<b>Type de contrat</b>	Emploi
<b>Métier</b>	Achats / Logistiques
<b>Localisation</b>	Singapore
<b>Pays</b>	Singapour
<b>Profil recherché</b>	Profile and background:

- Minimum 5 years of experience in similar role and similar industries

- Good understanding and interest for technical products, preferably IT or telecom hardware
- Experienced in managing key accounts and international business
- Shows excellent proficiency and ease in computer skills (Excel, Outlook, Internet research)
- Organised and effective with deadline management, and having an eye for details

Note that only candidates already based in Singapore will be considered.

**Expérience** Expérimenté (3-10 ans)  
**Secteur** Électronique et Équipements électriques  
Télécoms  
**Langues** Anglais