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

Partenaire	French Chamber of Commerce Singapore
Adresse	541 Orchard Road, #09-01 Liat Towers
Code postal	238881
Ville	Singapore
Référence	ZR_606_JOB
Titre	Business Manager (IT & Telecom)
Description du poste	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

Type de contrat	Emploi
Métier	Achats / Logistiques
Localisation	Singapore
Pays	Singapour
Profil recherché	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