S2M - group
Services Data Software

Business Development Representative
Bangkok, Thailand

Are you looking to work in an international, fast-growing company?

Are you interested in undertaking a role with responsibility?

Are you a self-starter, goal driven, and detail orientated?

Challenge accepted?

As a business development consultant, you will help to generate business opportunities on behalf of S2M's clients, with the aim to achieve sales goals and objectives to ensure lasting results. This will require you to;

- Research and update market and competitor insights;
- Identify and generate leads;
- Identify prospects;
- Assist in the development and implementation of efficient marketing strategies;
- Report progress updates;
- Organise client sales meetings for qualified leads.

What do we require?

- An appetite to learn complex B2B sales in IT, Technology, Software and Finance related industries in an international context;
- Full English proficiency plus native level Korean
- Bachelor/Master/MBA degree;

What else do we like?

- Good understanding or background in Finance, Marketing & Sales, Business Administration, IT/Software Engineering;
- Interest in technology, IT or the Fintech industry;
- Proactive, persuasive and curious by nature;
- Strong organizational, analytical, and project management skills;
- Effective business communication skills;
- Team-working skills.

Why work with us?

- Opportunities to take on real responsibilities from an early stage; the more you learn, and the more you deliver, the more you will be able to grow;
- We will provide you with and teach you the Lean Start-up methodology to enable you to really contribute to the company's success;
- You will learn and gain valuable experience in a variety of topics including complex sales and account based marketing;
- A fixed salary plus a variable bonus scheme based on what you achieve (average 30,000-45,000 baht per month)

What does S2M-group do?

Starting in 2009, S2M-group is a fast-growing international B2B Lead Generation and Data services company that works with IT and high technology businesses. We help them identify, reach and educate their target customers, enabling them to become paying customers.

S2M-group has offices not just in Bangkok, but also in Barcelona, Miami and Moscow, allowing us to take on business opportunities across the globe. For more information, please look at our website: http://s2m-group.com/en

Interested in being part of our team?

If you are interested in joining us, please send your application by email to careers@s2m-group.com with the following attachments and information. Remember to include all the documents with the requested information, otherwise your application won't be considered.

- CV (Curriculum Vitae);
- Motivation letter (pointing out your relevant experience and motivation for working with us);
- Possible start date;
- Expected salary.

Please note only successful candidates will be contacted