

JOB DESCRIPTION

Role: Business Development Manager
Reports to: MD, North Asia
Location: Hong Kong

The Role

BIPO is seeking a qualified individual to join its North Asia team as **Business Development Manager** based in Hong Kong.

The Business Development Manager will identify and qualify opportunities, develop, and drive strategy. The key position will develop an opportunity plan containing the value proposition for all of BIPO's targeted line of service solutions including Payroll and PEO Service and focus on those potential customers & prospects in Hong Kong. It is expected that the Business Development Manager be adept at creating and nurturing clients' relationships on their own.

Responsibilities

- Responsible for business development functions of BIPO Payroll Service and PEO to drive pipeline & close deals
- Strategic planning, development and execution for target markets and industries to grow BIPO sustainable sales pipeline
- Works with the cross-country Business Development Representatives on the solution set and conducts account planning for strategic deals
- Works to uncover and run sales cycles-based opportunities
- Leads efforts to establish, develop, and expand market share and revenue attainment locally
- Develops sales best practices securing repeatable and expansive opportunities across named accounts
- Support marketing activities to generate opportunities

Relevant Experience and Qualifications

- Bachelor's degree in related fields (Business / Engineering / Technology / HRM)
- At least 5 years of demonstrated business development in HR Service related products
- The ability to prospect, present and close
- Cold calling experience
- Excellent work ethic and self-starter
- Excellent organizational, planning, and prioritization skills
- Ability to influence and persuade to achieve desired outcomes
- Strong analytical, problem solving, and negotiation skills
- Excellent oral and written communication skills
- High level of professionalism
- Strong willingness to prospect on the phone and in person
- Relationship building ability to work with Accountants and other financial professionals
- Proficient with PC and Microsoft Office products.



Make Life Easier.

- Strategic thinker to analyse market trend, formulate strategy and execute business development programs
- Proficient in written and spoken English, Cantonese, and Mandarin
- Proven track record in target achievement
- Self-driven, good working ethic and willingness to learn
- Self-motivated and good interpersonal, communication and presentation skills
- Candidate with less experience will be considered as Senior Business Development Consultant

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: [**joiee.ching@biposervice.com**](mailto:joiee.ching@biposervice.com)

About BIPO

At BIPO, our passion for technology and innovation empowers businesses across the globe with increased efficiency and convenience.

Our enterprise-ready **HR Management System (HRMS)** platform automates HR processes, simplifies workflows, and delivers actionable insights to build the best Employee Experience. Complemented by our **payroll outsourcing solutions** and **global PEO services**, we support businesses to manage today's global workforce.

We are better connected to support your payroll and people solutions needs through a global network of 27+ offices, four R&D centers, and business partners across 100+ countries.

Our products & services

- HR Management System (HRMS)
- Global Payroll and HR outsourcing
- Professional Employer Organisation (PEO)