

Sales Executive or Business Development

Company Overview:

Established in 2010 and headquartered in Singapore, BIPO is a **global payroll and people solutions** provider. Our comprehensive **total HR solutions** include our Human Capital Management (HCM) suite, Global Payroll Outsourcing (GPO) and Employer of Record (EOR) service across 160+ global markets.

We are better connected to support companies' payroll and people solutions needs through a global network of 40+ offices, four R&D centres, and business partners across 160+ markets. To date, we have served 560,000+ headcounts and 3,300+ clients.

Key Responsibilities:

- Generate leads (new and prospective customers in Singapore).
- Analyse business opportunities by researching industry and market trends, especially in HRMS.
- Develop personal sales plan to achieve monthly / quarterly / annual sales target under the framework of company sales guidance.
- Build rapport and maintain relationships with clients or prospects by providing information, support & guidance to them accordingly (for both Pre & Post Sales)
- Equipped with hands-on HRMS product knowledge; able to plan and execute HRMS solutions sales to conduct system demo and walk clients through independently.
- Prepare timely sales report, ad-hoc sales collection reports/ sales statistics, when required.

Requirements:

- Candidate must possess minimum Diploma / Bachelor's Degree, in Computer Science / Business Admin / Engineering (Computer / Telecommunication) / Human Resources.
- Knowledge of HRMS, payroll or any other HR products and services is a plus.
- Experience in industry of IT Sales / IT Software/ Security and Cloud Solutions will be added advantage.
- Demonstrate effective communication skills to achieve sales outcomes and high-performance expectations.
- Genuine client commitment and ability to build sound relationships at all levels of the business, considering a long-term perspective in understanding customer needs.

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 asean.hr@biposervice.com