

Job Description

Job Title: Business Development Manager (Payroll and EOR Service)

Location: Hong Kong

Company Overview

Established in 2010 and headquartered in Singapore, BIPO is a leading global payroll and HR solutions provider, supporting businesses in over 170+ countries.

We deliver an award-winning, cloud-based HR Management System and Athena BI analytics tool that supports our multi-country payroll outsourcing and Employer of Record (EOR) services. Powered by tech and driven by data, we help companies automate HR processes, ensure compliance, and provide workforce insights.

With 50+ offices worldwide, BIPO combines global compliance, local HR expertise, and scalable technology to manage the entire employee lifecycle for global and remote teams.

Key Responsibilities

Responsible for business development functions of BIPO Payroll Service and EOR 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.

Requirements

- 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.



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- Strategic thinker to analyze 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: www.facebook.com/biposvc
- LinkedIn: www.linkedin.com/company/bipo-svc/

To apply for this role, please contact doris.guo@biposervice.com.