



VACANCY ANNOUNCEMENT

The cleaning industry has a solid market because there always will be dirty jobs. The Business Development Executive's goal is to convince a business or individual that our company's services are worth the investment. Do you have an outgoing and assertive personality that isn't thwarted by being turned down for business and have what it takes to sell products and services for a cleaning company.

ABOUT US

Ice Clean Care Group Co. Ltd is a leading office commercial and residential professional cleaning company that strives to meet all your cleaning needs. Our team has a wealth of experience gained over several years in cleaning and related service. Ice Clean Care Group Co. Ltd is a client driven company providing all forms of cleaning services to the commercial and public sector. Ice Clean Care has an extensive client range from smaller companies to larger companies, private residential and institutions. We clean every premise to the same high standard.

BUSINESS DEVELOPMENT EXECUTIVE

Your role as the Business Development Executive is to identify new business opportunities - including new markets, growth areas, trends, customers, products and services, seek out the appropriate contact (s) in an organization, generate leads and cold call prospective customers. You will be the driving force behind generating new sales leads and contacts i.e. to identify sales leads, pitch both our goods and services to new clients and maintain a good working relationship with new contacts. You will also be expected to communicate new product developments to prospective clients and existing clients for either cross-selling or upselling.

Duties and Responsibilities:

1. Prospect for new clients, close business and exceed set revenue targets
2. Manage the sales process including negotiating and contract signing
3. Develop sales strategies and approaches for various products such as special promotions, sponsored events etc.
4. Prepare customer proposals and presentations
5. Maintain excellent relationships with clients through superior account management
6. Analyze trends, data, demographics, pricing strategies, and other information that can potentially improve marketing and sales performance
7. Having an in-depth knowledge of our services and value proposition.
8. Prepare and present reports as required by management.

Qualification and Skills:

1. Degree in Sales and Marketing/ Business Management (A diploma may be considered)



2. 3-5 years sales experience in active sales preferably the Professional Cleaning Industry
3. Be a competent driver and possess a valid driving license
4. Good communication, interpersonal and great negotiation skills
5. Must possess high analytical, proposal writing and presentation skills
6. Good business sense and enterprising individual
7. A positive attitude coupled with a team spirit
8. Must be of high integrity and respectful of others
9. Proficient in computer applications; MS Excel, MS Word and MS PowerPoint.
10. Possess ability to work in a functional and structured organisation.

Send us your application, CV, Certificates and testimonials to hr@icecleancare.com with the email subject Business Development Executive. You will be required to provide a certificate of good conduct when invited for interview.

Your application should reach us on or before **10th September 2019**.