

Business Development Executive

Description

iFAST is a leading wealth management Fintech platform headquartered in Singapore. Incorporated in the year 2000 in Singapore and listed on the SGX-Mainboard in December 2014 (stock code: AIY), iFAST Corp is also present in Hong Kong, Malaysia, China and India. The Group provides a comprehensive range of investment products and services, to financial advisory (FA) firms, banks, financial institutions, internet companies, multinational companies, as well as retail and high net worth investors in Asia.

We are looking for a Business Development Executive who can build strong relationships with our existing B2B clientele and other financial services providers to ensure they receive the highest service while seeking to identify new opportunities for growth.

Responsibilities

- You will manage, service, and grow the existing portfolio of B2B partners by actively promoting iFAST's products and services, and maintaining existing clients' relationships
- You will lead and execute business development activities such as conducting presentations and training to increase awareness of iFAST products and services
- You will source and identify new business opportunities through implementing new strategies to grow the business
- You will have strong stakeholder management to manage external partners and internal cross collaborations
- You will research, gather user feedback, and be involved in the process of UAT testing to increase the user experience
- You will be creative and independent to develop initiatives, and devise sales and marketing strategies to increase iFAST's presence

Qualifications

- You like to think out of the box and possibilities to execute creative ideas
- You are a proactive self-starter, hungry for growth
- You enjoy challenges and demonstrate adaptability and resilience in a fast-paced environment
- You have a strong sense of ownership, collaboration, and value teamwork
- You are passionate about investments, and driven to prospect new accounts and engage with new potential customers
- Degree in Business/Marketing/Finance/Mass Communications
- Team oriented, client-centric
- Great follow up and organizational skills
- Must demonstrate strong analytical and problem-solving skills
- Strong presentation and communication skills, verbally and in writing
- Self-motivated, proactive and have a sense of responsibility

Fresh graduates with a marketing or communications background or candidates

Hiring organization

iFAST

As a premier wealth management platform, iFAST Central (www.ifastfinancial.com) provides a comprehensive range of services, including investment administration and transactions services, research and training, IT services, and backroom functions to banks, financial advisory (FA) firms, and financial institutions.

With access to a wide range of investment products, coupled with innovative and user-friendly investment websites and mobile application tools, wealth advisers from financial institutions and their clients have the assurance that we will keep improving our services.

iFAST Central offers financial institutions an efficient and reliable backend platform to process their transactions for their clients. Funds-related materials, corporate actions and the calculation of fee are also managed by us. Financial institutions can focus on their business while leaving the backend operations entirely to us.

Financial institutions which wish to have a B2C online portal to tap on the demand from clients for an efficient online transactional website can also tap on the award-winning IT system that iFAST has built in-house.

without working experience are encouraged to apply.

Employment Type

Full-time

Job Location

Singapore, Singapore

Date posted

May 9, 2022

APPLY