

Business Development Manager – Banking

Description

Comarch is actively seeking a dynamic and results-driven professional to join their Business Development team in Jakarta. Here, you'll play a pivotal role in contributing to their ongoing success in the banking sector.

Responsibilities

- Proactively reaching out to potential banking clients to schedule meetings, demos, and workshops.
- Taking the lead in creating business proposals in response to RFP and RFI processes.
- Nurturing and maintaining strong relationships with banking clients to ensure satisfaction and retention.
- Organizing and executing marketing activities to promote Comarch's expertise and brand within the banking market.

Qualifications

- Minimum of a Bachelor's degree in finance, business, IT, or economics.
- Proven track record of at least 5 years in software sales, specifically within the banking sector.
- Demonstrated experience in lead generation and building relationships with new clients.
- Proficiency in English and Bahasa Indonesia, both written and spoken.
- Strong presentation and communication skills.

Job Benefits

- Professional Growth: An opportunity for continuous learning and skill development through on-the-job experience, training, and involvement in innovative banking projects.
- Cutting-Edge Projects: You'll work on pioneering projects for some of the largest banks in the industry.
- Collaborative Workspace: Enjoy a friendly and collaborative atmosphere in our small and welcoming office environment.
- Global Exposure: Be ready for international business trips that will broaden your horizons.

Hiring organization

Comarch

Comarch is a global IT business solution provider that optimizes operational and business processes. Since its inception in 1993, they have developed at a rapid pace. Comarch is the leading global IT company and employs 7000 experienced IT engineers, business consultants, marketing specialists, and more. Thousands of complex and successful IT projects and implementation of their software in more than 40,000 companies worldwide are a source of great pride.

Employment Type

Full-time, Hybrid

Industry

Software Development

Job Location

Jakarta, Jakarta Metropolitan Area, Indonesia

Date posted

March 20, 2024

APPLY