



<https://www.mindfieldresources.com/jobs/position/business-development-director/>

Business Development Director

Description

You'll be responsible to position the client as the preferred supplier of product based on the Portfolio. Leading the Development of strategic business plans to improve company's share of wallet at selected top customers in cooperation with respective sales organisation and account teams.

Drive and understands customer development strategies and turn them into project opportunities by applying leading edge system and solution know how. Identify new distributors on Board and manage the existing ones. Grow a sustainable & profitable business with the customers.

Qualifications

Bachelors or Masters in Chemistry or Chemical engineering. Experience in leading a sales team across different countries, Minimum 8 years in a team management & leadership role within the South East Asia region with Lubricants/ Chemicals industry. Interact successfully with cross divisional functions • Guide and motivate local sales team • Being capable of interacting across different stakeholders across the globe (Asia, Europe, USA).

One of the leading multinational with presence across the globe looking out for a Business Development Director for South East Asia business.

Employment Type

Full-Time Regular

Job Location

Singapore

Date posted

July 15, 2019