

# VACANCY NOTICE

REF: C17022025

<b>POSITION</b>	<b>EXECUTIVE, BUSINESS DEVELOPMENT</b>
<b>LOCATION</b>	<b>BRICKFIELDS, KL</b>
<b>INDUSTRY</b>	<b>EDUCATION</b>
<b>TYPE</b>	<b>FULL TIME</b>

## JOB SUMMARY

To develop and manage lead generation activities on the ground encompassing strategically identified categories. Responsible to identify, develop and manage partnership tie-ups with various stakeholders which will result in increased and sustainable lead generation. The executive would be responsible for the execution of various partnership programmes to ensure the growth of the partner network which will lead to new admissions.

### Key Duties & Responsibilities:

- Exceeding the admission goal of the school
- Highly responsive and pro-active in all customer facing tasks
- Elegantly managing relationship with the partners
- Organise all aspects of the Partnership programme - Developing list of potential partners, sharing relevant communications, developing platforms to keep the engagement going and closing deals
- Identify and targets the leads through tailored incentive program
- Willing to travel nationally and internationally as required
- Any other ad hoc responsibility assigned by the reporting manager.

## JOB REQUIREMENTS

- Possess at least Bachelor's Degree in Management, Marketing, Business Administration, or a related field.
- At least 2 years of experience working in business development role or related.