



WE ARE HIRING!

BUSINESS DEVELOPMENT OFFICER (IT SOLUTIONS - Jr. to Sr. Level)

Location:
Makati City (Office/Field-based)
Position Available:
Four (4)



Journey of excellence at Challenge Systems, Inc. – Where Innovation Meets Integration!

Are you a dynamic and results-oriented professional with a passion for driving IT solution sales? Challenge Systems, Inc. is seeking Business Development Officers at both Junior and Mid to Senior levels to join our growing team. If you have 2-3 years of proven experience for junior roles or 5-10 years for mid to senior roles, possess a go-getter attitude, and excel in building contacts, generating leads, and closing deals in the domains of Infrastructure, Network, Security, and AI, we want you on our team!

Key Responsibilities:

- Develop and execute strategic plans for business development in the IT solutions sector.
- Build and cultivate relationships with potential clients, focusing on lead generation and sales.
- Leverage industry knowledge to understand client needs in Infrastructure, Network, Security, and AI.
- Collaborate with the sales and tech teams to present and sell comprehensive IT solutions to clients.
- Achieve and exceed sales targets through effective negotiation and relationship-building.

Qualifications:

Junior Level:

- 2-3 years of proven experience in Business Development, Sales, or a related field.
- Knowledge of IT Infrastructure, Network, Security, and AI solutions.
- Go-getter attitude with a passion for achieving targets.
- Excellent communication and interpersonal skills.

Mid to Senior Level:

- 5-10 years of proven experience in Business Development, Sales, or a related field.
- Deep understanding and expertise in IT Infrastructure, Network, Security, and AI solutions.
- Proven track record of successful sales and client acquisition.
- Strategic thinker with excellent negotiation and leadership skills.

What We Offer:

- Industry-level salary and commission structure.
- Opportunities for professional growth and career advancement.
- With internal and/or partner-initiative training programs to enhance your skills and IT solutions knowledge
- Engaging and collaborative work environment.
- Exposure to cutting-edge technologies and solutions in IT.

How to Apply:

If you are a results-driven professional ready to make a significant impact in IT business development, we want to hear from you! Please submit your resume to marketing@challenge.com.ph. Include "Business Development Officer Application - Junior, Mid to Senior Level" in the subject line.

Join Challenge Systems, Inc. and be part of a forward-thinking team dedicated to delivering innovative IT solutions to our clients. We look forward to welcoming ambitious individuals to contribute to our continued success!