

WE ARE HIRING!

BUSINESS DEVELOPMENT OFFICER (AV Solutions Focus)

Location:
Makati City (Office/Field-based)
Position Available:
One (1)



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

Are you a seasoned Business Development professional with a proven track record in the Media and Entertainment Industry and/or AV Solutions? Challenge Systems, Inc. is looking for an experienced Business Development Officer to lead our efforts in expanding our presence in these dynamic sectors. If you have at least 3 years of proven experience, a go-getter attitude, and excel in building contacts, generating leads, and closing deals in Media and Entertainment or AV Solutions, we want you to join our dynamic team!

Key Responsibilities:

- Develop and implement strategic plans for business development in the Media and Entertainment Industry and/or AV Solutions sector.
- Build and nurture relationships with key stakeholders, decision-makers, and influencers.
- Conduct thorough market research to identify trends, opportunities, and potential clients.
- Independently generate leads through networking, industry events, and targeted outreach.
- Collaborate with the sales team to present and sell comprehensive solutions tailored to client needs.
- Achieve and surpass sales targets through effective negotiation and relationship-building.

Qualifications:

- Minimum of 3 years of proven experience in Business Development or Sales within the Media and Entertainment Industry and/or AV Solutions.
- A robust understanding of the specific needs and challenges of these sectors.

- Proven track record of successful sales and client acquisition.
- Go-getter attitude with a passion for achieving and exceeding targets.
- Strong communication, presentation, and interpersonal skills.
- Ability to work effectively in both office and field-based settings.

What We Offer:

- Competitive salary with performance-based incentives.
- Opportunities for professional growth and career advancement.
- With internal and/or partner-initiative training programs to enhance your skills and knowledge
- Engaging and collaborative work environment.
- Exposure to cutting-edge technologies in the Media and Entertainment/AV Solutions space.

How to Apply:

If you are an experienced Business Development professional ready to make a significant impact in the Media and Entertainment Industry and/or AV Solutions, we want to hear from you! Please submit your resume to marketing@challenge.com.ph. Include "Business Development Officer Application - Media and Entertainment Industry and/or AV Solutions" in the subject line.

Join Challenge Systems, Inc., and be part of a forward-thinking team dedicated to delivering innovative solutions to our clients in the Media and Entertainment / AV Solutions sectors. We look forward to welcoming a results-driven individual to contribute to our continued success!