



WE ARE HIRING!

BUSINESS DEVELOPMENT OFFICER (Manufacturing Industry 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 Manufacturing industry? Challenge Systems, Inc. is seeking a dynamic and results-driven individual to take on the role of Business Development Officer. This is an exciting opportunity for someone with at least 2-3 years of industry-specific experience or as senior as 4-5 years of industry-specific experience who thrives on building relationships, generating leads, and driving sales of IT solutions. If you have a go-getter attitude and are ready to make a significant impact, we want to hear from you!

Key Responsibilities:

- Develop and execute a strategic plan for business development within the Manufacturing industry.
- Build and nurture relationships with key stakeholders, decision-makers, and influencers.
- Generate leads through various channels, including networking, industry events, and targeted outreach.
- Conduct market research to identify trends, opportunities, and potential clients.
- Collaborate with the sales and technical teams to present and sell IT solutions to clients.
- Achieve and exceed sales targets through effective negotiation and relationship-building.

Qualifications:

- 2-5 years of proven experience in Business Development, Sales, or a related field, with a focus on the Manufacturing industry.
- In-depth knowledge of the Manufacturing sector and understanding of its IT needs.
- Strong networking and relationship-building skills.

- Proactive and self-motivated with a go-getter attitude.
- Excellent communication and presentation skills.
- Ability to work effectively in both office and field-based settings.

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.
- The chance to work with cutting-edge IT solutions and make a significant impact.

How to Apply:

If you are a dynamic Business Development professional with a passion for driving sales in the Manufacturing industry, we want to hear from you! Please submit your resume to marketing@challenge.com.ph. Include "Business Development Officer Application - Manufacturing Industry Focus" in the subject line.

Join Challenge Systems, Inc., and be part of a forward-thinking team dedicated to making a difference in the Manufacturing sector. We look forward to welcoming an ambitious and results-oriented individual to contribute to our success!

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www.challenge.com.ph