

## Business Development Manager

*Balrich Logistics*

Growing Logistics company located in Cakung Cilincing (Jakarta Utara)  
needs candidate with the position below

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### BUSINESS DEVELOPMENT MANAGER

#### JOB PURPOSE

To research, identify and target new products, market sectors and customers in line with agreed business strategy and plans.

#### KEY ACCOUNTABILITIES

Support

the Business Development Director in the generation of the Marketing strategy and achieve the targets. Implement

the agreed sales development plan, winning new business and managing resources to the agreed budget targets. Target

and develop new sales relationships to increase sales volume and maximize profitability. Provide

detailed market analysis (including competitor activity and market

trends) to support strategic business development. Acquire

and maintain a thorough knowledge of the relevant market sectors to identify and exploit business opportunities. Manage

the transition of new customers to ensure effective project handover to

the account management team. Provide

accurate short, medium and long term forecasts as necessary to support business planning activities.

## KNOWLEDGE, SKILLS, EXPERIENCE

3

years experience in a logistics environment Supply Chain Activity. Budget management. Selling skills. Communication / Presentation skills and Negotiation skills. Product knowledge. Good knowledge of the business / Supply chain process. Commercial awareness (including estimating/pricing). PC skills (include. Word/PowerPoint / Excel / Visio). Project management. Market assessment techniques. Must be fluent in written spoken English.

## BEHAVIOURS

Conceptual  
thinking Initiative,  
Tenacity Thoroughness Interpersonal  
effectiveness Result  
focused

EDUCATION and AGE

University Graduate 30 – 40 years old

Send your resume, CV, recently photograph and other supporting document to :

HRD GA Manager

Balrich Logistics

Jl. Raya Cakung Cilincing Pal II

Jakarta Utara 14140

Or

e-mail to : [petrus@balrich.co.id](mailto:petrus@balrich.co.id)