

Business Development (3 positions)

mobileTAIPAN Pte Ltd is seeking qualified candidates for our Business Development Team. These positions require experienced candidates who can produce outstanding results and are keen to be part of our legacy.

Our Company

mobileTAIPAN is the leading developer of mobile web applications, systems and services.

We develop proprietary cloud-based applications which are then sold to the world on a SaaS business model. These services include business intelligence, management decision-making support, geo information services, multi-channeled mass communication, mobile marketing, digital publishing and digital distribution.

We've recently entered into an exciting new joint venture with a US mass distribution and marketing company based in Atlanta, Georgia, USA. The clients of this US company include Walmart, Coca-Cola, McDonalds, NFL, PGA Tours etc and we are jointly developing a global marketing platform on the internet and in the mobile domain.

We are now expanding our team to meet the challenges of this global mobile and internet mission. If you feel excited by this mission and feel you have the right prerequisites to become part of mobileTAIPAN's high performance team, please submit your CV/Resume to hr@mtaipan.com.

Key Responsibilities:

- Identify and develop business opportunities for the Company's innovative technology solutions.
- Make presentation to prospective clients.
- Follow up on leads passed on by clients and referrals.
- Understand the clients' business and propose suitable solutions.
- Manage relationship with new and existing clients.
- Provide clients with basic technical support.
- Requirements gathering (from client or market needs).
- Propose and feedback to team on new product and features.
- Prepare pricing plan and quotations.

Requirements:

- Bachelor Degree or Diploma.
- At least 3 years relevant working experience.
- Excellent in requirements analysis, positioning, business justification and closing skills.
- Independent worker and a Team Player.
- Excellent presentation and communication skills.

Interested parties, please submit the following to Dawn at hr@mtaipan.com

1. CV/Resume together with your current and expected salary.
2. Digital passport sized photo.

** Only Singaporeans or PRs to apply.*

**Please note that only shortlisted candidates will be notified.*