

Full-Time Business Development Manager

Job Description

Location: Headquarter, HK (Kwun Tong)
Role: Business Development Executive
Language: Cantonese, English
Apply: hr@rocketbots.io

About Rocketbots

Founded in Hong Kong in early 2017, Rocketbots provides communication solutions for enterprises using AI-powered Chatbots and an SaaS platform.

Role Description

Customers are the lifeblood of our company and so we need a strategic, customer-focused and results-driven Business Development Manager to identify potential customers and get them interested in Rocketbots. You will be responsible for the sales process and will play a major key in bringing Rocketbots to new customers. Using your effective communication skills, you are the face of Rocketbots to a portfolio of clients whose needs you listen to, and help define the strategy for how our product and service can help them engage with employees and customers.

In this position, you will proactively reach out and promote our AI powered chatbot solutions for smarter communication, spanning all Rocketbots offers including, but not limited to, internal, recruitment, marketing, sales, support and events. As a member of a highly engaged team you will bring creativity to improve and transform communication for our clients.

Responsibilities

- Research accounts and identify key players, generate interest, qualify and develop leads
- Identify the right use cases by truly understanding the added value we bring to customers
- Pre-call prep, qualification & discovery calling, handling objections, follow up
- Schedule, set up and perform demos for potential customers
- Create proposals and participate in negotiations to close deals

Minimum Qualifications

- BA/BS degree or 2 years of equivalent experience
- Proven track record in sales and lead generation.
- Exceptional follow-through with a strong work ethic and "can-do" attitude.

Preferred Qualifications

- Experience or interest in sales, customer support, account management, marketing or consulting.
- Demonstrated experience in managing and customizing experience to a customer base.
- Proven ability to multi-task and manage multiple projects at a time while paying attention to detail.
- Proactive, independent worker who is highly organized and interested in the difference they can make through their individual contribution.
- Experience of leading and working well with others, a strong bias to teamwork is essential.
- Excellent written and verbal communication skills in Cantonese or Mandarin.
- Good management of English
- Candidate with the right experience can be considered as Head of Business Development.

Business Area

We wish to connect with companies around Hong Kong and help them improve the relationship between their business and their customers. Our teams of engineers, designers, marketers and sales specialists collaborate closely to spot and analyze customer needs and trends. Together, we create chatbots tailored to their specific needs.

