

Business Development Manager

Green Quarter is a leading expert in providing green and energy services in the built environment in Malaysia. Our services holistically drive across various sectors in creating environmentally, friendly spaces that consist of benchmarking green building attributes; virtual environment solutions; and reducing carbon emissions in design, operation and simulation.

Company culture

We believe in living our values when it comes to growing a greener future. Green Quarter's positive core values not only shape our internal work culture but also steer our dedication to community welfare and environmental responsibility to our esteemed clientele. We recognise genuine leadership, mentor growth, value open communication, celebrate individual and team success while creating a conducive, engaging place to work.

Job Overview

We're seeking a talented and results-oriented Business Development Manager to join our growing team. In this pivotal role, you'll play a key role in expanding our client base and propelling our company's impact within the sustainability consulting landscape. This full-time position is based in Kuala Lumpur with a hybrid work arrangement.

Job Description

- Develop and execute strategic business development plans to drive new client acquisition and project growth.
- Identify and cultivate relationships with potential clients across various industries.
- Understand diverse client needs and translate them into effective sustainability consulting solutions.
- Deliver compelling presentations and proposals to win new business opportunities.
- Build and maintain strong relationships with key decision-makers at client organizations.
- Contribute to market research and competitor analysis to identify emerging trends and business opportunities.
- Support the development and implementation of effective marketing and sales strategies.

Requirements

- Bachelor's degree in Business Administration, Marketing, Environmental Science, or a related field (or equivalent experience).
- Minimum of 2-4 years of experience in business development, preferably within the sustainability or consulting industry.
- Proven track record of exceeding sales targets and securing new clients.
- Excellent communication, presentation, and interpersonal skills.
- Strong analytical and problem-solving abilities.
- Ability to build trust and rapport with clients at all levels.
- Deep understanding of sustainability principles and their value proposition for businesses.
- Proficient in CRM software and comfortable working with data.
- A self-starter with a strong work ethic and the ability to manage multiple priorities.

Application

Interested candidates may apply with latest updated CV to info@greenquarter.biz / officemanager@greenquarter.biz