



Are you an **extrovert who can't stand still in one place and loves meeting new people?**

Are you driven by **high sales figures and closing deals?**

Are you an **independent and self-managing individual?**

Are you always **curious and eager to learn more?**

If you've answered yes to all these questions, then join us at Talentum EQ Consulting as a Business Development Executive!

The Business Development Executive will be responsible for growing our client base through effective and efficient networking and communicating the benefits of Emotional Intelligence in their organizations through training and coaching as well as other HR services such as recruitment.

To succeed in this role, you will need the following attributes:

- Strong work ethic
  - Able to prioritise and manage your schedule effectively.
- Strong communication skills
  - Able to communicate effectively and get your point across.
- Experience in Business Development
  - Previous experience in managing the Business Development cycle is needed from sourcing clients to closing and managing accounts.
- Extroversion
  - You're not shy to put yourself out there and meet new people without fear of rejection.
- Strong Business Acumen
  - Negotiation and marketing skills are key when reaching out to clients.
- Own Transport
  - As this role requires meeting clients, you are required to have your own transportation.
- Ambitious
  - You are hungry for success and financial achievements as well as career growth and knowledge.



Remuneration and perks:

- This position is purely commission based for the first 6 months and based on the performance; the position will be permanent when you achieved the target after 6 months.
- We also offer a profit-sharing scheme where a pool will be collected and contribution will be matched accordingly based on performance.
- We offer flexibility in working hours and location.

To apply, please send the latest copy of your resume to [liann@talentumeq.com](mailto:liann@talentumeq.com) and [elif@talentumeq.com](mailto:elif@talentumeq.com) or apply at [www.talentumeq.com](http://www.talentumeq.com)