



Business Development Executive

Come and join us to tackle with climate change together!

At EverComm, you will have chance to work with young talents and experts in their field of Energy/AI/IoT. You are welcome to establish, create and initiate new ideas here as long as you're able to push yourself and company to grow!

Who we are & What we do

Founded in 2013 by 2 NTU graduates at Singapore, EverComm is a rapidly growing Singapore-based start-up focusing on wireless IoT, data analytics and energy management for semiconductor, data centre, HVAC, and renewable industries. In 2018, EverComm set up a joint venture, EverComm Data Service Thailand, in Bangkok, Thailand. By using industrial-ready AI, we help energy-intensive enterprise across various industries in Asia to better optimize their operations.

Responsibilities :

Business development support to

1. Conduct market survey to identify the prospects and sale pipeline building.
2. Keeping track and manage on-going partnerships with various channel partners and distributors
3. Preparing and fine-tuning business development strategy for various countries/sectors, and practice high-level solution pitching/sales.
4. Organize meetings with the government, channel partners, and clients to do proactive follow-up.
5. Preparing and polishing pitching script in call/email/deck format
6. Prepare and present the prospects processing status reports to the BD lead in Singapore.
7. Assisting business development director on day to day activities.

Requirements:

- Degree or Diploma from Business/ IT/ or Engineering majors
- Strong interpersonal and presentation skill
- Business-focused with a sales-oriented and customer-success-driven mindset
- Sensitive to business needs and numbers
- Detail-oriented and able to think critically in a fast-changing environment
- Can do spirit and a self-starter in learning by try and error
- Ability to multitask, work under pressure with good time management

Work location:

- Singapore
- *Please send your CV to fyang@evercomm.com.sg