



Regional Business Developer - APAC

Eetarp – Singapore

Are you highly motivated, enthusiastic, and have excellent communication skills? Join our growing company, where we offer not only a challenging career in an innovative technology environment but also competitive high salary.

We are currently seeking a **Regional Business Developer - APAC** for our office in Singapore. If you have experience in electrical engineering industry and outgoing person with drive and experience to travel and get new partners/customers, we welcome your application.

Job Responsibilities:

- Develop and execute business strategies to achieve sales targets and expand market share within the Asia region.
- Identify, evaluate, and pursue business opportunities with potential partners and clients.
- Lead negotiations and close deals with key accounts and strategic partners.
- Travel regularly to different countries within Asia to meet with existing and potential clients.
- Provide technical advice and support to clients regarding electrical safety products and regulations.
- Coordinate with engineering teams to ensure client requirements are met.
- Monitor competitive activity and market trends, providing insights and strategic recommendations.
- Organize and participate in regional trade shows, seminars, and workshops to promote the company's products and services.

Job Requirements:

- Bachelor's degree in electrical engineering or a related field.
- Minimum of 5 years of experience in business development or sales within the electrical engineering industry.
- Proven track record of achieving sales targets and effectively managing partnerships.
- Excellent negotiation and communication skills.
- Fluent in English; proficiency in Vietnamese, or Thai is a plus.
- Willingness to travel across the Asia region.
- Strong analytical and problem-solving skills.
- Ability to work independently and as part of a team in a multicultural environment.

Employment Type

Full time
40 hours per week
Mo-Fr: 9am – 6pm

Compensation

+ AWS
+ Bonus
Medical Benefit
Insurance + Check ups
(incl. Dental)
Training intern/extern
(overseas)