

PropTech Business Development

ProperlyLy Asia Sdn Bhd is a software developer, with a focus on the property industry.

If you have what it takes to join this young and enthusiastic team, then wait no longer and contact us today.

In order to accelerate the company's commercial development and its growth in Malaysia and abroad, we are strengthening our sales team in the region. In a context of strong growth, the team's goal is to open and manage new customer accounts. The sales team will contribute to the development of customer preferences, understanding customers' needs and their requirements in order to provide them with an adapted solution. The team will work jointly with the Marketing and Development team to deliver our world-class application to our prestigious clients.

Your main missions will be:

- Identification of new opportunities
- Use of the database of prospects already identified in the CRM
- Processing of incoming emails
- Establishing suitable commercial responses
- Respond to calls for tenders / RFP / RFQ
- Support from the Marketing department on targeted offers and commercial actions in specific verticals
- Regular monitoring of the customer portfolio

Profile sought

- Minimum 2 years of experience in the PropTech or Property industry.
- Possess a network in the industry
- Good general knowledge of new technologies and properties development in the Asian region
- Experience in responding to calls for tenders / RFP / RFQ and drafting complex business proposals
- Proficiency in sales and negotiation techniques
- Fluency in English and Chinese languages, particularly written.
- Client-oriented approach, concerned about commercial performance
- Ability to work in a team
- Strong communication skills and a creative mindset

Added advantages

- Proficiency in other local dialects will be an added advantage.
- Degree / Diploma in relevant discipline
- Strong Connection in the Property Development or Property Management industries.

Apply Now

Send Resume and Cover Letter to frank@properly.asia