

## **Business Development Representative**

AlphaConcepts is an AdTech startup that aims to disrupt the traditional sponsored advertisement space through micro-influencer marketing in the new age where digital crowds drive modern behaviors. Our vision is to be the most trusted AdTech company in the world and to build the future of advertising through creating technology that matters for social influencers.

### **Job brief:**

We are looking for enthusiastic Business Development Representatives to join our team and help us build our network of F&B companies. Besides representing the company, our goal is also to develop talented individuals through training and exposure in a startup culture!

The role focuses on seeking new business opportunities by direct communication to potential clients and, more importantly, to contribute to our sales efforts.

### **Responsibilities:**

- Qualifying leads as sales opportunities
- Assisting in setting up meetings with potential clients
- Demonstrate excellent product knowledge to represent the company to F&B companies and boost sales growth
- Selling the product by reaching out to potential clients through calls, emails, in-person
- Meet individual targets, KPIs, and report to management on daily/weekly/monthly sales results

### **Qualifications:**

- University degree holder or equivalent
- Fresh graduates are welcome
- Good communication and social skills. Must be confident in face-to-face communication to deliver engaging presentations
- Self-motivated, organizational skills, team player, detail-oriented
- Previous experience in Sales/Marketing is a plus
- Fluent in written and spoken English and Chinese
- Computer skills: Excel, Word, Google business products
- Immediate availability

### **We provide:**

- Product knowledge training
- Part time: High commission based on performance (from 20%-30% of sales)
- Full time: Basic HKD18,000 (with target) + commission based on performance

**Application method:** Please send the CV to [bernie.chan@alphaconcepts.co](mailto:bernie.chan@alphaconcepts.co)

[Apply as soon as possible](#)