

<https://fintechnews.hk/job/alibaba-cloud-intelligence-business-development-manager-financial-industry-at-alibaba-cloud/>

Alibaba Cloud Intelligence-Business Development Manager (Financial Industry)

Responsibilities

- Onboarding new clients, and developing and maintaining working relationships to secure contracts to achieve assigned sales quotas and targets.
- Equipped with consulting selling skill with relevant domain knowledge in Financial Industry to have engagement with IT & Business departments.
- Driving the entire sales cycle from initial customer engagement to deal closing (involving internal collaboration like approval, legal, credit, finance approvals).
- Influencing the market by actively participating in market activities like events, associations and share the latest POV of Alibaba Cloud in the fintech and cloud transformation direction.

Qualifications

- Bachelor's degree in business or technology. 3-5 years technology related business development or sales experience.
- Effective communicator and team player.
- Proven track record of territory growth and quota attainment covering financial accounts in Hong Kong.
- Familiar with Fintech & Hybrid Cloud Computing.
- Fluency in English, Mandarin and Cantonese (Speaking & Writing).

Hiring organization

Alibaba Cloud

Established in September 2009, Alibaba Cloud develops highly scalable cloud computing and data management services providing large and small businesses, financial institutions, governments and other organizations with flexible, cost-effective solutions to meet their networking and information needs. A business of Alibaba Group, one of the world's largest e-commerce companies, Alibaba Cloud operates the network that powers Alibaba Group's extensive online and mobile commerce ecosystem and sells a comprehensive suite of cloud computing services to support sellers and other third-party entities participating in this ecosystem.

Employment Type

Full-time

Job Location

Hong Kong, Hong Kong SAR

Date posted

September 14, 2022

APPLY