



Head of Sales – Business Information Services– South East Asia

We are currently seeking a dynamic and results driven professional to join our Business Information Services Team in Singapore, reporting to the Regional Head of Business Information Services of Asia Pacific.

Mission:

This role requires the incumbent to lead the Information Sales team in their development of new and existing information sales across the South East Asia (SEA). He/she is required to support with the identification and implementation of new partnerships aimed at achieving maximum sales profitability, growth and account penetration by effectively selling the company's information products.

Key responsibilities:

- Take ownership of the profitability of Information Business for the SEA Region
- Create and implement new strategies, tools and processes that will positively benefit the team, SEA sales and income.
- Agree and align the local information sales growth strategy with each country in SEA
- Work closely with the local Commercial teams to achieve the highest efficiency of the sales process by following group offering procedures, well-tailored offers and cost control.
- Act as the Senior point of contact for current and potential information sales for SEA
- Support and/or Lead the commercial negotiation with prospects up to the signature of contractual documents.
- Research and Identify market trends, and other developments to enhance our value proposition to our customers

Requirements:

- University graduate in Finance, Business Administration, Economics, Banking or related
- Minimum 5 -7 years' solid experience in sales experience ideally within information sales, credit insurance, banking or factoring organization
- Prior experience in Financial/ Business Information industry and multicultural/international corporate environment will be a plus.
- Possess Information sales and knowledge of information products in the market, have a clear understanding of current economic climate and how it affects the market
- Strong communication and interpersonal skills with good analytical ability
- Enjoys complex challenges

Interested parties please send detailed resume to career_sap@coface.com.

Personal data collected will be used for recruitment purpose only.

Closing date: 25th September 2021