

Sales and Business Development Executive

Frontier is a UK-based business research and advisory company specialising in newly-emerging markets. We opened a Myanmar office in 2014 and provide subscription-based and custom services through a team of local and international staff.

Our first subscription service, the *Myanmar Real Estate and Construction Monitor* (realestate.frontiermyanmar.com), was launched in July 2014 and is now the sector's leading source of business information.

In July 2015 we launched a second subscription service covering the energy and power sectors, called the *Myanmar Energy Monitor* (energy.frontiermyanmar.com)

In addition, we have carried out tailored in-depth reports on other sectors on behalf of local and international clients.

We plan to expand our services further and are looking for a dynamic and motivated Business Development Executive to join our team.

The role will involve managing the entire sales and business development process:

- Identifying, contacting and meeting potential clients, both local and international
- Writing proposals and quotations
- Following up to secure sales and collect payments
- Ongoing management of clients and subscribers
- Providing feedback and ideas on product development
- Generating opportunities for custom research and advisory work
- Working closely with other staff
- Attending relevant events, conferences, networking opportunities, etc

The ideal candidate will:

- Have previous experience in B2B sales and business development
- Be fluent in spoken and written English
- Be entrepreneurially minded, with a dynamic and target-oriented approach
- Have an existing network of client contacts, especially in sectors such as real estate and construction, banking and financial services, energy and telecoms/technology
- Be familiar with the type of services being offered by Frontier
- Be confident in interacting with local and international businesses and organisations
- Be presentable, professional and with excellent attention to detail

Compensation: Dependent on experience

To apply: Interested applicants should please send a CV and short covering email to myanmarjobs@frontiermea.com