

## **Business Development Executive**

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Frontier is a UK business research and advisory company that set up a Myanmar office in mid-2014. We offer subscription and custom research services in a range of sectors through a team of local and international staff in our Yangon office.

In July 2014 we launched our first subscription service, the Myanmar Real Estate and Construction Monitor ([realestate.frontiermyanmar.com](http://realestate.frontiermyanmar.com)), which is now the sector's leading source of business information, featuring news, analysis, data, tenders, company profiles and a project tracker.

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

In Q2 2015 we plan to launch a new sector-specific research product, and are looking to hire a dynamic and motivated Business Development Executive to help launch our new service.

This is an exciting opportunity to join a young but quick-growing company. The role will involve:

- Identifying, contacting and meeting potential clients in Myanmar, both local and international
- Writing proposals and quotations
- 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 in our Yangon office
- Attending relevant events, conferences, networking opportunities, etc

The ideal candidate will be:

- Able to demonstrate a 2-3 year successful track record in business development/sales
- Fluent in English, ideally a native speaker
- Entrepreneurially minded and self-motivated
- Energetic, dynamic and target-oriented
- Already resident in Yangon with a network of contacts (preferred but not necessary)
- Familiar with the type of services being offered by Frontier
- Confident in interacting with local and international businesses and organisations
- Presentable, professional and with excellent attention to detail

This is a full-time position in our Yangon office, located in Yankin township, with a start date of March-April 2015.

We are able to offer a competitive package of salary plus commission and bonuses.

To apply, please send a resume to [beth.hepworth@frontiermea.com](mailto:beth.hepworth@frontiermea.com)