

Business Development Associate



»» JOB DESCRIPTION



Applied Predictive Technologies (APT) is a leading cloud-based cause-and-effect analytics software company, using technology to redefine the strategy consulting industry. APT's software solutions are revolutionizing the way leading companies harness their Big Data to accurately measure the profit impact of pricing, marketing, merchandising, operations, and capital initiatives, tailoring investments in these areas to maximize ROI. APT's client portfolio includes McDonald's, FamilyMart, Walmart, Coca-Cola, Starbucks, Hilton and many others.

Position Responsibilities

As a Business Development Associate, you will be on the frontline of generating excitement and demand for our unique software solutions and services. By identifying customer and prospect product requirements, qualifying sales opportunities, and building a pipeline of leads for the outside sales force, you will be contributing directly to the company's profitability and validating its place as a leader in the industry.

You will be a critical part of the team to engage senior executives on their strategic needs and potential solutions. You will respond to inbound inquiries and make the volume of outbound calls necessary to help the team exceed established target goals. Working with your team, you will plan and implement direct sales campaigns and generate sales leads. You will coordinate schedules and presentations for the outside sales force, help secure meetings and close deals. You will think through what it takes to address the top business questions on the minds of business leaders, and make it happen.

Application Instructions

Resume, Cover Letter & Undergraduate Transcripts are required in a PDF format. Please visit our website to learn more:

<http://www.joinapt.com/>



Jacky Tsai
Business Development
NTU, B.A. Finance

Why did I join APT - how do sailors choose their next adventure? I see APT as a ship heading to a most exciting direction (Asia Pacific's fast-rising market), riding on a great wave (Big data and cloud solutions), equipped with the best-in-class tools (Test & Learn solution), manned by an outstanding, talented team of captains and colleagues. This is a very rare combination to find in an employer, so APT made this decision easy for me.

What does this mean for you?

- A tangible stake in a rapidly growing and successful firm
- Platform to not only directly interact with senior executives, both internally and externally, but also to engage in meaningful business discussions
- Collaboration with exceptional peers who are passionate about what they do
- Flexibility to work on many new and challenging projects
- An immediate opportunity for increased responsibility, leadership, and professional growth
- Committed mentoring and training by an experienced management team

Ideal Candidate Qualifications

- Between 0-2 years of relevant experience is preferred
- High level of energy, drive, enthusiasm, initiative, and commitment
- Eagerness to develop strategic plans to penetrate Asia-Pacific markets
- Professional proficiency required in Chinese and English, especially English writing
- A proven aptitude for learning technical terms and developing an understanding of complex technical products
- Superior academic performance