

Business Development Manager - Corporate Meetings & Incentives

- * Unmatched career prospects
- * Generous performance incentives
- * Singapore-based, Global Corporate Travel Management Company - MICE BDM opportunity

Our client is a global travel management leader. They take a 360 degree of a company's travel and event needs to provide well-managed travel programs that deliver great value to corporate clients.

They need an experienced MICE Business Development Manager who can act autonomously to deliver savings, service and sustainability to new and existing clients.

THE ROLE

- * Tenacious and well-connected, you will be responsible for all national MICE sales and business development activity.
- * You combine your business development and account management capabilities to deliver trust, a commitment to excellence and brand loyalty.
- * You apply a strategic approach to increasing sales revenue and to drive growth; you further engage clients with a potential source of overlooked savings.
- * Your efforts will be strongly supported by a best-in-class event management team who create, organize and manage the meetings and events.
- * A sharp communicator who dresses for success, you will also be known for your strengths as a listener and priority setting.
- * If you are orientated towards action, results and relationships, this position will offer you the rare chance to step out of a team and into a self-directed sales role.

In return, you will receive an attractive base salary of \$60k and an incentive scheme that is unmatched in the industry, OTE of \$100K.

To express keen interest, send your CV in confidence to Tahnya@astinbrowninc.com