



The purpose of this role is to identify new business opportunities, act as the first Business Development point of contact for ESCATEC and provide the wider Business Development (BD) team with a steady flow of market qualified leads for follow up. A dynamic and tenacious personality with a drive to reach key decision makers is essential.

### Job responsibilities

- Conduct market research to identify target companies aligned to ESCATEC markets, capabilities, or strategic campaign criteria.
- Build up a consistent pipeline of high potential contacts.
- Create compelling introductory and follow up sequence e-mails which meet (or exceed) internally agreed open rate metrics.
- Contact and qualify new prospects by e-mail, phone, or in person networking.
- Arrange first stage discovery meetings between the BD team and interested prospects.
- When required, present ESCATEC capabilities and solutions to potential clients by phone, video conference, or in person in conjunction with the BD team.
- Track and record all lead generation, prospecting and strategic campaign activity using defined CRM tools.
- Handover market qualified leads to the BD team for further follow up and project discussion.
- Provide regular updates on lead generation, prospecting and strategic campaign activity to Senior Management when required.
- Work with Senior Management to continually improve the BD processes leading to year-on-year increases in market qualified leads, project/contract wins and revenue growth.

### Job requirements

- 1-3 years sales experience. Experience in a technical service-based company preferred.
- Excellent prospecting skills with demonstrable past results.
- Solid professional network. Experience in design, electronics or manufacturing ideal.
- Self-motivated, target driven, with a positive 'can-do' attitude.
- The ability to handle rejection when soliciting customers.
- The patience and ability to engage with customers during long sales cycles.
- Ability to work in a fast-paced role and adapt messaging to different market sectors.
- Working knowledge of relevant computer software and systems including Word, Excel, LinkedIn, etc.
- Previous experience using a modern CRM system such as Zoho/HubSpot/Salesforce

## Contact

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