



## **Business Development Executive**

Affinity Sports & Education Ltd. is Asia's leading provider of student athlete and sports placement consulting services.

The Affinity Business Development Executive will work with the world's top university coaches, national team associations, professional sports clubs and admissions to provide unparalleled services. The Business Development Executive will have the unique opportunity to create long lasting relationships with our top tiered partners. You will continue to cultivate these existing partnerships to ensure they can take full advantage of Affinity's success. You must possess strong relationship building skills and are apt to see win-win opportunities with partners in order to best represent our student athletes, locals schools and sports programs. You are a fully dedicated business leader, shaping the future of one of our many Affinity services. Whether you're working with a student athlete or travel overseas, you will take part in a complete business developing experience as you lead every facet of the services' journey. Through developing and executing growth strategies focused both on financial gain and client satisfaction, you will help shape the voice of our services and help it grow a loyal client base. In this role, you'll be involved with growth strategy and client relationship management from beginning to end.

### **Job Description:**

A leading sports placement firm is looking for top professionals with proven track records in business development to build relationships with new clients and partners across the Asian and North American market.

With strong business development skills and an understanding of marketing, you will be responsible for marketing to clients and partners including athletes, sports teams, organizations, universities, and other sports related parties.

### **Responsibilities:**

- Develop a growth strategy focused both on financial gain and client satisfaction.
- Conduct research to identify new markets and client needs.
- Arrange business meetings with prospective clients and partners.
- Promote the company's services addressing or predicting clients' objectives.
- Prepare service contracts ensuring adherence to law-established rules and guidelines.
- Keep records of sales, revenue, invoices, etc.
- Build long-term relationships with new and existing clients.
- Oversee and manage ongoing client experience.

**Requirements:**

- Must have well developed local sports connections.
- Competed in professional or amateur level sports.
- Proven business development experience within sports and technology industry.
- Degree holder in Business Management or relevant field.
- Extremely articulate and presentable.
- Excellent client relationship management skills.
- Ambitious and proactive business pioneer.
- Minimum 2 to 3 years of business development experience in a manager/supervisory role is a plus.
- Excellent command of both spoken and written English and Chinese; Putonghua is a plus.

**Compensation:**

- We offer 5-day work week, competitive salary, year-end bonus, and annual leave to the successful candidate.
- Free round trip shuttle bus service will be provided at designated times to/from the Cyberport office: Mei Foo, Tai Wai, Kowloon Tong, Olympic, Han Hau, Yau Tong, Sheung Wan, and Sai Wan.
- Free gym membership at Cyberport.

**Application Method:**

Interested parties please send your cover letter and resume together with date of availability to [mysuccess@affinityed.com](mailto:mysuccess@affinityed.com) for consideration.