

## Job Title: Business Development Executive

### Responsibilities

- Identify, develop, and convert new business opportunities within logistics, supply chain, manufacturing, and distribution sectors.
- Build and maintain strong relationships with customers, partners, and key decision-makers.
- Manage the end-to-end sales process, including lead generation, solution positioning, proposal preparation, negotiation, and deal closure.
- Collaborate with internal teams (operations, engineering, solutions, and finance) to develop customer proposals and business cases.
- Support strategic initiatives for market expansion, new product offerings, and long-term revenue growth.
- Track market trends, client feedback & competitor activities to explore new opportunities.

### Requirements

- Bachelor's degree in Logistics, Supply Chain Management, Business, Engineering, or a related discipline.
- Experience or exposure to engineering projects, automation systems, material handling equipment, warehouse systems, or industrial solutions is highly preferred.
- Strong commercial mindset with the motivation to achieve and exceed sales targets.
- Excellent communication, presentation, and relationship-management skills.
- Proficiency in English and Chinese; Mandarin proficiency is a plus.
- Immediate available or short-notice is preferred.

We offer competitive remuneration and career development opportunities to the right talent. Interested parties, please click **APPLY NOW** or send to [hr2@bps-group.net](mailto:hr2@bps-group.net) to submit your application with comprehensive resume and expected salary.

For more information on HKLTS, please visit our website at [www.bps-lts.com](http://www.bps-lts.com)

(All information received will be treated in strict confidence & will be used for recruitment purpose only).