



**We are looking for a top-flight Business Developer Asia-Pacific**

**Our values**

**Meritocracy – Empowerment – Fulfilment**

**Our vision**

**Build Bridges between Asia-Pacific and the rest of the World**

**Our Mission**

**Enable, Accelerate and Invest in Tech Companies' successful international expansion**

N-Strategy Consulting Services Ltd [NSCS] is your gateway to success in Asia-Pacific. We enable, accelerate and invest in the APAC growth of Tech Start-ups, SMEs and listed companies. NSCS is the trusted advisor, partner and investor to nearly 50 companies from Europe, Americas, Asia and Oceania.

NSCS was founded toward the end 2016 by seasoned entrepreneurs and top corporate profiles from Europe and Asia. Our Management Team comprise of former Top Execs in Asia-Pacific for renown companies such as GOOGLE, GAMELOFT, SEEK, ACCENTURE, PUBLICIS and IBM. We are now more than 45 within our A-Team with a third of our team members based in Kuala Lumpur and the rest of us spread across the world, especially Asia-Pacific and Europe.

We are recognized as a key player in APAC in various sectors such as mobile technologies, artificial intelligence, digital services, telecommunication, online business, neurosciences. We are providing our expertise and network to help Tech companies succeed in Asia-Pacific thanks to our presence in strategic locations: Kuala Lumpur [HQ], Singapore, Hong-Kong, HCMC, Manila, Sydney, Jakarta, Bangkok, Tokyo, Seoul...

**Our value-proposition:**

Consulting & Advisory - Growth Execution - Investment & Expansion

Thanks to our experience, network and fast growth, we deliver successfully complementary high value- added projects and missions such as:

- - Complimentary first opportunities assessment
- - In-depth market study
- - Go-To-Market Strategy in Asia-Pacific
- - Market Exploration - Feasibility field study
- - Adaptation & localization of our clients and partners' products and services
- - Business Development, high-level B2B / B2G negotiations to seal first deals for our

clients in APAC

- - Growth and internationalization through ongoing commercial representation in selected geographies

- - High-level lobbying in key countries to obtain the best incentives for our partners in conjunction

with a strategic setup

- - Fundraising or direct investment to setup Joint-Ventures (BrainSoft...)
- - High-end IT development (especially in Artificial Intelligence) through BrainSoft, the

joint-venture

we co-founded with our Swiss partner BrainCore. Business Developer Asia-Pacific.

We are focusing on high value-added Tech projects to promote and make successful top-tier technologies and innovation from various horizons and in different key verticals:

- Mobile technologies (apps, services and utilities, Ad Tech...)
- Education & people development Technologies (neuro-cognitive, personalized learning path...) - Artificial intelligence (distributing and enhancing or building from scratch our partners' AI capabilities thanks to our Joint-Venture "BrainSoft")
- Health Tech
- Smart City: urban mobility and planning
- Green & Sustainable Technologies
- Travel Tech
- Competitive Intelligence Technology
- Gaming, simulation and entertainment
- Innovating digital services (e-commerce, customer-centric solutions)
- Blockchain solutions
- IoT
- FinTech / InsurTech

### **Mission:**

We are giving the opportunity to fresh collaborator soon to join us as a Business Developer Asia- Pacific. The ideal candidate will have already at least a combined 1-2 year(s) of work experience (other internships, first jobs...).

The Business Developer role will focus on two key commercial aspects of NSCS activities:

=> Identification and prospection of new potential clients and partners (for instance Tech companies from Europe). After making first contact (call, personalized email...), the Business Developer will work with Senior team member on building up relevant proposal as and when necessary and be involved in the negotiation process until we sign this new partner/client.

=> Be part of new/ongoing commercial missions through which the BD will contribute to the successful delivery of the field exploration / business development effort in various markets, especially in/from Malaysia and across Southeast Asia. Business trips may occur during the mission(s) as and when relevant.

Throughout both aspects of the mission, the BD will contribute to various dimensions of the projects and NSCS overall growth such as: strategic consulting, market/business intelligence, market analysis, participation to relevant trade shows, junior profiles recruitment process, preparation and contribution to Exec summary and/or in-depth studies...

### **Profile:**

We are looking for a hands-on autonomous person with impeccable professional attitude and a good global understanding of Tech industries and international commerce trends. We

believe in meritocracy, excellence and performance: BD will be given personalized objectives and KPIs from day 1 with numerous bonuses to be obtained accordingly. A strong can-do attitude and entrepreneurial mindset is necessary to succeed within NSCS.

To join our team, you need to have at least one successful experience in B2B Sales as well as an experience overseas, ideally in new technologies.

Your English skills (spoken and written) must be advanced enough to be operational from the beginning of your mission at NSCS.

We want our team members to have a genuine interest for new technologies and how they are changing the world nowadays. Knowledge and curiosity in geopolitics and geostrategy are real assets to be successful throughout our challenging missions.

A successful BD is tenacious, perseverant and adaptable to various contexts and solutions.

**Package:**

Based on profile