



TALENT APPLICATION HANDBOOK

**Business Development
Representative**

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Enjoy your application journey!

01. Preface

In this modern era where technology transformation bumps day in and out, we are consistently delivering our vision to society. Compassion, innovation, and team collaboration are what we believe as the pillars of our daily input. Our Mother Company, AUK GROUP, has a vision of creating a cheerful life for people, pursuing the balance and certainty between human and the world. We believe here is where talents shine and make powerful contribution for this beautiful society!

We are thankful for your time on the application handbook.



02. Company Overview

AUK GROUP is founded in 1983, with the aim of caring life-quality of many families in Taiwan area during the historical time. The founder is long noticing the life purpose and the spirit of what our company can deliver to modern society and humanity. Nearly forty years of establishment and vertical integration, from design to manufacture, our current mission is **to become the most innovative human-care solution provider and leader in the global market.** With amazing team energy, we aim to benefit all humankind. **At this special moment, we are looking for vision-driven talents, who have strategic competence, compassion, and love to serve this modern society as a global solution provider. We mainly focus on products including productivity space innovation, recovery space solutions, daily work-life enhancement products, and innovative healthcare solutions with medical professions.**

We look forward to talents who are ready to deliver impact to our society with an independent mind and strategic decision-making capability. Welcome to join our family and shine with our teams!

03.
Job Application

Objectives And Scope Of Position

Business Development Representative is a key role of delivering impact.

We are now developing new products along with current selling products, in a total of 10+. They are mostly workplace-related products and the diversity would be further enhanced to broaden the field of human care next year. We are now providing services to big brands worldwide with the mission of expanding our global impact. Our products are highly competitive with the support of vertical integration in manufacture and new product development teams. As a skillful business development representative, you must have independent confidence to expand new channels and brands, connecting with key persons from initial contact to order. We emphasize team collaboration and delivering valuable impact through business.

Primary Responsibilities And Accountabilities

The successful candidate will need to perform the role with self-motivation as follows:

- Develop, maintain, and expand relationships with existing client accounts, promoting new products service to current partnership
- Expand new clients partnership based on impactful presentations, CRM management, and beforehand market & competitor analysis to build targeted executive plan
- Identify new global business opportunities based on your business sense and market analysis
- Excel at analytic tools on business trends and potential markets for product team evaluation
- Develop long-lasting relationships with new and existing customers in order to maximize revenues for the company
- Work with teams to solve client problems efficiently and thoroughly as a compassionate and strong team member
- Utilize networking to build business information that can be converted into commercial opportunities
- Negotiate for contracts and coordinate to all related activities to ensure the completion of responsible projects

5 Core Competence as our BD Representative

- ✓ Strong strategy and tactics on interpersonal business execution
- ✓ Outstanding proposal: presentation, PPT, and negotiation skills
- ✓ Sociability leveraging competence
- ✓ Insightful business sense on evaluating opportunities and risks
- ✓ Personality as an independent and proactive seeker but more as a team player



Minimum Qualifications

- Bachelor Degree in business-associated field
- 3-5 years in sales, business development or client management experience
- Strong track-records in business development and client relationship enhancement execution
- Well senses of marketing and global trends with deliverable proposals to demonstrate vision and impact
- Outgoing personality with proactive attitude, plus with entrepreneurial spirit
- Personality traits: energetic, credible, agile, self-motivated, and a team player
- Good command of English (both written & speaking)
- Proficient in MS Office (Word, Excel, Power Point)
- 5 Core Competence as our BD Representative

Competitive Background

- Master's degree in a technology or business-related field
- Experienced business modeling and marketing analysis skillset
- Experienced in consumer markets, healthcare, ergonomics industry, or associated fields
- Experienced in leading global business activities

[What's On Offer]

- Promoting opportunities and career development
- Goal-oriented promotion system
- Open communication and team collaboration to support business activities

Enjoy your application journey!

We believe each individual has special gifts and they are looking for a place to shine. Besides your specialty, we are more interested in you mindset, personality and life-goals, we are very looking forward to having a conversation with you. If you are interested in this job application, please enjoy the journey of preparation. Lastly, please have an insight for yourselves, **“what drives you”?**

We would contact you soon!

