

**PanopticAI Limited - Business Development Manager**

**Company Name: PanopticAI Limited**

**Position: Business Development Manager**

**Posting Date: 25 Aug 2026**

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| Job Title                         | Business Development Manager                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Job Summary                       | <ul style="list-style-type: none"><li>• Develop and execute a sales strategy that aligns with the company's goals and objectives</li><li>• Identify potential clients and market segments to generate new leads and expand the company's customer base</li><li>• Build and maintain strong relationships with existing clients to ensure customer satisfaction and loyalty, and identify opportunities for upselling and cross-selling</li><li>• Collaborate with cross-functional teams, including marketing, product, and operations, to develop customized solutions that meet the needs of clients and maximize revenue potential</li><li>• Monitor and analyze market trends, competitor activities, and customer feedback to identify opportunities for business growth and make recommendations to senior management</li><li>• Maintain accurate and up-to-date records of sales activities, including client interactions, sales pipeline, and revenue projections</li></ul> |
| Job Requirements / Qualifications | <ul style="list-style-type: none"><li>• Bachelor's degree in any discipline</li><li>• At least 5 years of professional experience in sales, with a proven track record of achieving revenue targets and driving business growth (junior candidates will be considered for a suitable position)</li><li>• Exceptional communication, presentation, and negotiation skills, with the ability to build and maintain strong relationships with clients and stakeholders</li><li>• Experience selling IT/SaaS/Healthcare solutions or related services to enterprises in Hong Kong, GBA, SEA is a plus</li><li>• Ability to work independently and as part of a team, and to collaborate effectively with colleagues from diverse backgrounds and functional areas</li><li>• Strong communication and presentation skills in English and Chinese</li><li>• Language: Good command of English and Chinese</li></ul>                                                                        |

Application method: Please send your resume to: [eryn@panoptic.ai](mailto:eryn@panoptic.ai)