

**Position: Business Development Executive**  
**Company: KC Group of Companies**

KC Group of Companies started with printing business and expanded into the hair and beauty industry. KC Group of Companies has seen their brands grow to become some of Singapore's most recognised. Currently, KC Group of companies counts kcuts, Ronghua Bak Kut Teh, Apgujeong Hair Studio, Myeondong Hair Studio & Yakson House under its belts.

**Job Description:**

- Develop and maintain long-term customer relationships to contribute to meeting sales target and profit objectives
- Responsible for formulating annual sales plan, budget and forecast for assigned channels and developing an action plan to achieve business objectives
- Generate insights and redefine strategy based on sales analysis, the effectiveness of promotional activities and market intelligence
- Expand sales and distribution channel
- Work closely with retailers, negotiate and review trading terms and promotion schedule  
Regular reviewing and improvement of policies and processes and develop a strategic plan
- Prepare regular management reporting
- 5 days work week

**Requirements:**

- Degree holder
- Minimum 5 years of experience (preferably in the FMCG industry)
- Proficient in MS Office (Word, Excel, PowerPoint)

**Application:**

To apply, please email your detailed CV in MS Word format to [management@kcgrou.sg](mailto:management@kcgrou.sg)

We regret that only short-listed candidates will be contacted shortly.