

Job Position: Associate, Growth & Partnerships



The company

Zero2.5 Biotech Pte Ltd is a turn-key product solution provider of innovative Air Ionisers that use sustainable natural fibre materials to deliver forest quality air to living spaces. Our products are patent protected and the cutting-edge technology they use to generate negative air ions equivalent to one million trees is developed by our team in Singapore.

Our Air Ionisers made of sustainable natural fibre can effectively remove PM2.5, airborne aerosol (i.e., COVID-19 virus), bacteria, smoke and mold in the air. The result is cleaner and fresher forest quality air for all. Zero2.5 plays a key role in the 'Stay Prepared Programme' developed and driven by Temasek Foundation.

Role Summary

The Growth & Partnerships Team is seeking to add a Singapore-based member to provide support in deploying Zero2.5's suite of innovative natural fibre Air Ioniser solutions into multiple market verticals. The candidate will report to the Vice-President and work closely with other internal teams to execute the company's domestic and international growth strategy.

Core Responsibilities

- Manage assigned client accounts and take responsibility for meeting sales targets
- Follow up with clients to propose and deploy Zero2.5 natural fibre Air Ioniser solutions into multiple market verticals.
- Manage the enterprise CRM database, generate new leads and assist to reach out to prospective clients to schedule virtual or on-site presentations.
- Conduct virtual or on-site presentations to clients and become a brand ambassador.
- Work with the Vice-President to develop dynamic and impactful domestic and international partnership programmes
- Create exciting events for clients to strengthen relationships and increase client retention rates.
- Manage social media platforms (i.e., Facebook, Instagram and Twitter) and generate interesting and relevant content to engage followers and fans.
- Proficient in video-editing software, such as: Filmora X, to create short video clips that communicate marketing messages in a clear and succinct manner.
- Write interesting and engaging blog articles
- Assist in ad-hoc special projects

Requirements

- High level of interpersonal skills, specifically communication and writing skills
- Outgoing personality and likes to meet new people
- Strong MS Excel/ Powerpoint skills
- Proficient in video-editing software (i.e., Filmora X)
- Familiar with writing blog articles
- Ability to multi-task and meet tight deadlines
- Degree or Dip. in Business, Marketing or Communications preferred
- 2-3 years' experience in a sales or customer service role preferred
- Former cabin crew members are welcome to apply

Interested applicants, please send resume to adrian@zero2-5.com
Only successful applicants will be contacted for interview.