

Research Development Representative

Welcome to Floship, where we specialize in e-commerce fulfillment services tailored for business owners and brands with a global online reach. Our venture-backed company proudly stands among the top 100 Financial Times ranked Asia-Pacific High-Growth Companies, reflecting our commitment to excellence.

At Floship, we thrive on a dynamic start-up culture that fosters collaboration and innovation. Our aspiration is to collaborate with exceptional individuals who share our vision and passion for success.

We are looking for a Research Development Representative to join our Growth department in order to help Floship by identifying and nurturing potential business opportunities. You will be responsible for researching target markets, analyzing industry trends, and reaching out to prospective clients. Your insights and efforts will contribute to expanding Floship's customer base and enhancing its reputation as a leader in global e-commerce fulfillment.

Responsibilities:

- Conduct in-depth market research to identify potential clients, partners, and emerging trends in the e-commerce and logistics industry.
- Utilize various tools and techniques to generate high-quality leads
- Identify and qualify potential clients based on their shipping and fulfillment needs, ensuring alignment with Floship's services.
- Construct a network of key decision-makers and stakeholders within target organizations.
- Collaborate with the sales team to facilitate smooth handovers of qualified leads, providing necessary background information and context.
- Keep accurate and up-to-date records of leads, interactions, and progress in our customer relationship management (CRM) system.
- Prepare regular reports on lead generation and market research activities, highlighting opportunities and challenges.
- Share market insights and feedback with the sales and marketing teams to help refine our strategy and offerings.

Requirements:

- Proven experience in lead generation, market research, or a related role is a plus.
- Proficiency in English fluency is required.
- Strong communication and interpersonal skills.
- Excellent organizational and time management abilities.
- Ability to work independently and as part of a collaborative team.
- Familiarity with CRM software (e.g., Salesforce, Pipedrive) is a plus.

- Knowledge of e-commerce and logistics is a strong advantage.

Here's what we've got for you:

- A lively and exciting work environment with plenty of challenges to keep you engaged.
- We're all about your personal and professional growth - count on us to support you every step of the way.
- Our team is a colorful mix of people from around the world, celebrating diversity and inclusion.
- From day one, you'll have the chance to make a real impact in our fast-growing global company
- Working from Home: Embracing the benefits of a remote setup, you'll have the opportunity to work from home, eliminating the need for daily commutes and providing you with a more convenient and efficient work arrangement.
- Flexibility: We value the uniqueness of each team member and recognize that different individuals thrive under different circumstances. With that in mind, we offer flexible working hours, empowering you to schedule your workday around your personal needs and commitments.
- Remote Work: We understand the importance of flexibility, so you'll have the option to work remotely, allowing you to work from the comfort of your home or any location that suits you best.

At our company, we believe that a supportive and inclusive work environment coupled with remote work and flexible options can contribute to a fulfilling and balanced professional life. You'll have the chance to tackle exciting challenges, grow both personally and professionally, and engage with a diverse group of individuals from all around the world.

Join us at Floship, where your expertise and dedication will be instrumental in shaping the future of e-commerce fulfillment, and together, we'll achieve remarkable milestones!