https://www.callmark.com.my/job/business-development-representative-bdr-remote/

Business Development Representative (BDR) (Remote)

Hiring organization
CALLMARK Solutions Sdn Bhd

Employment Type
Full-time, Contractor

Job Location
Remote work possible

Working Hours
9am to 6pm, Monday to Friday only.

Base Salary
RM 2200 - RM 2400

Date posted
September 4, 2025

Valid through
30.11.2025

Description

This full-time role is a remote work position, you will be able to work from the comfort of your home. You will be assigned to a project role, responsible for lead generation via outbound calls or emails and event RSVPs. This role requires excellent communication skills, persistence, and the ability to handle objections professionally.

Responsibilities

- Make outbound calls to prospective customers or invite attendees to events using a guided communication script.
- Identify, qualify, and engage with prospective customers to understand their business needs and position solutions effectively.
- Follow up diligently on all leads, ensuring timely communication and continuous engagement until appointment setting.
- Handle objections and answer inquiries in a professional manner.
- Accurately log and manage customer interactions in the CRM system, ensuring all details are recorded and actions are tracked clearly.
- Maintain a positive and professional attitude on calls.

Qualifications

- Minimum Diploma or Degree in a relevant field.
- **MUST** have previous experience in a telemarketing outbound, tele-sales or inside sales role, in a B2B environment.
- Some background in IT is a plus.
- **MUST** be familiar with the lead generation process.
- Strong verbal communication and interpersonal skills with the ability to build rapport with customers.
- Ability to handle rejection and stay motivated.
- Ability to multi-task, set priorities and manage time effectively.
- Proactive, resilient and passionate about delivering a great customer experience.
- Familiarity with CRM software and basic computer skills.
- Willingness to learn new methods and actively apply them.
- Must own your own laptop and have a stable Wi-fi connection.
- Fluent spoken and written English is required.

Job Benefits

- 9am to 6pm, Monday to Friday only.
- Off on Saturdays, Sundays and Public Holidays (selected).
- Work from home, fully remote position.
- Opportunities for career growth and skill development.
- Supportive team environment and ongoing training provided.

Contacts

Keen to apply? Send in your resumes using the Apply Now button to the right.