

Grant Ferguson

RELATIONSHIP MANAGER

Summary

Effective sales and business development manager with 3 years of experience in business development, area management, sales team training and marketing brand strategy. Consistently exceeded monthly sales target, resulting in annual multi million-rupiah increases in profits in every company I have work with.

Experience

Business Development Manager

VT OYO Rooms Singapore *Aug 2019 - Present*

- Plan & oversee business development efforts for OYO Indonesia in assigned areas/clusters with a goal to onboard high-quality budget hotels on to OYO network.
- Identify new hotels that meet OYO standards in terms of location, pricing, infrastructure quality, owner willingness, and pitch OYO's partnership proposal.
- Negotiate OYO's commercial agreement with interested hotels
Strengthen relationships with existing hotel partners & other relevant stakeholders.
- Work closely with the revenue management team to drive top-line for the partner hotel Collaborate with other teams in OYO such as operations, marketing, pricing, customer support, and finance to ensure smooth functioning of hotels on a day-to-day basis.

Relationship Manager

BNT Equity Life Singapore *Mar 2019 - Jul 2019*

- Build a productive relationship and positive synergy with Bank partner (Bank Jateng). Supervise and monitoring Bancassurance Relationship Officer.
- Mentored and trained Bank staff on Life Insurance.
- Held mini-events, gathering and socialization with Bank's partner in order to educate potential customer on the importance of Life Insurance. Achieve monthly target of 500 million rupiah premium.

Professional Financial Consultant

Aviva Life Singapore *Jul 2016 - Aug 2018*

- Provided financial modeling, financial analysis, risk-tolerance assessments, and retirement illustrations to high net-worth clients for strategies today through retirement.
- Coached, mentored and trained Bank Staff on the importance of Life Insurance and how they can create bigger revenue from cross-selling them with the other basic bank products.
- Repeatedly recognized and honored for top sales/leads, customer service and leadership in the year 2016-2017.

Contact

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Skills

Business Development



Relationship Management




Account Development



Complex Negotiations



Insurance



Sales



Languages

English



French



Spanish



German



Awards

Goldman Achievements Award

Aviva Life Singapore
2017-07-03

Education

Master of Management
University of California, Los Angeles

Sep 2018 - Present

Bachelor of Business Management

University of Michigan
Sep 2010 - Feb 2016