



Ваш надійний помічник

Business Development Manager

📍 Київ,
Харків,

Рубрики: [ІТ, WEB фахівці](#), [Торгівля, продажі](#),
[закупівлі](#)

Побажання до співробітника

Освіта: повна вища
Досвід роботи: не вимагається

Опис вакансії

Intetics Inc., one of the leaders in custom software development services, is currently hiring new Business Development Manager. If you strive for new career opportunities in a company with extensive business portfolio and excellent production process, have a successful experience in selling software development services, and is ready to take new challenges – please feel free to apply!

Responsibilities:

- Developing new business with the clients from the USA and Western Europe
- Contacting prospects generated by the telemarketing team, identifying the opportunities and initiating new business with them
- Provide software business consulting to prospects and new clients
- Leading the process of creating proposals for technical solutions with help of the technical experts from the company
- Working with technical staff and other internal colleagues to meet customer needs
- Participating in pricing the solution/service, negotiating contract terms
- Build and maintain excellent relationship with potential and current clients
- Ensuring that data is accurately entered and managed within the company's CRM or other sales management system
- Learn Company's product and services
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Develop and lead marketing campaigns that speak to the client's needs, concerns, and objectives
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

Qualifications:

- Proven successful sales history
- Work experience in IT industry is a must, preferably with outsourcing company.
- Strong knowledge of software development process, modern technologies and project management methodologies, and current trends.
- Strong analytical skills
- Excellent networking and communication skills
- Experience with handling objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Experience in Business Analysis or in Business Consulting is a plus
- Proficiency in English and Russian. Proficiency in other languages is a plus.
- Bachelor or higher degree

We are looking for people with a passion for business development, analytics and business consulting. This is an excellent opportunity for proactive professionals to become a part of World Class Company with 20 years success record.

If you have any questions, please contact us in any convenient for you way:

E-mail: job_ua@intetics.com
Phone: 067 240 11 22

Контактна інформація

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Контактна
особа:

Виктория

Адреса:

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Б