

Abudu Joel

BUSINESS DEVELOPMENT MANAGER

🔄 13 жовтня 2023 📍 Місто: [Київ](#)

Вік: 37 років

Режим роботи: повний робочий день, віддалена робота, плаваючий графік роботи

Категорії: IT, WEB фахівці, Реклама, маркетинг, PR, Торгівля, продажі, закупівлі

✓ Готовий до відряджень

[Увійдіть](#) або [zareestruyetsya](#) на сайті як роботодавець, щоб бачити контактну інформацію.

Опис

Business Development Manager

Thank you for your interest in my candidacy and the opportunity to utilize my experience working with your team.

This seems like an interesting opportunity and it would be great to discuss and learn more about the team and the processes.

I've specialized in business and sales development roles since 2017, working with both software developers and clients.

Work experience

Business Development Manager
DevIT, Zaporozhye, Ukraine

April 2020 - December 2020.

DevIT is a leading software development agency specializing in Javascript technologies and PHP.

Responsibilities:

- Managing company and client needs and expectations
- Making promotional and marketing video materials: www.youtube.com/watch?v=nVj7Vx7HEjE&ab_channel=DevIT
- Working with startups and small business owners to help them find solutions to their web development needs.
- Developing ways to improve the customer experience and build brand loyalty
- Building trust and long-term relationships with businesses, clients and customers

Business Development and Project Manager

Academ Web Solutions, Zaporozhye

August 2018 - April 2020.

Responsibilities:

- Building and developing sales process and funnel
- Searching, qualifying and closing prospects.
- Building and maintaining long-term relationships with clients

Business Development Manager.

AVEDsoft, Zaporozhye, Ukraine.

December 2020 - February 2022

Avedsoft is a web development company.

Responsibilities:

- Researching and developing various marketing strategies for the team.
- Implementing marketing plans and working to ensure sales quotas are met.
- Tracking marketing and sales data and identifying areas of improvement.
- Building and developing sales process and funnel

Affiliate Partnership Manager.

Squro. IT company., Zaporozhye

June 2017 - July 2018.

Squro is a financial service company and I was involved in the affiliate marketing and sales department.

Responsibilities:

- Searching, qualifying and recruiting new affiliate partners, web advertisers, webmasters, companies, etc. to the affiliate scheme: CPA, CPL, Partnership.
- Maintaining excellent communication with affiliates and partners;
- SMM, Content-marketing, email-marketing
- Database analysis with the help of Google Analytics

Professional and other skills

- Over 5 years of experience working with job platforms like LinkedIn, Upwork etc.
- Over five years of communication experience in the software development and IT field, B2B SaaS Sales.
- Effective sales, negotiation and persuasion skills
- Strong written and verbal communication skills.
- Experienced with lead generation, ICP and company qualification, ideal contact research and enrichment best practices, basics of boolean formulas, CRM best practices, pipeline management, cold email and phone outreach, inbox management, outbound and privacy compliance, data-driven sales, etc.

Computer skills:

Microsoft Office, Google Office Suite, Salesforce, Confluence, Jira, Trello, CRM, Zoho, HubSpot

Language proficiency

English language - Advanced or Native

Russian language - Intermediate

French language - Intermediate

Education

National Aerospace University

Aeronautical Engineering, Kharkiv. Ukraine.