



Ваш надежный помощник

# Business development executive

📍 Киев,

Компания: Transformify

Рубрики: [Торговля, продажи, закупки](#), [Реклама, маркетинг, PR](#)

## Пожелания к сотруднику

Образование: средне-специальное

Опыт работы: от пяти лет

График работы: удаленная работа

## Описание вакансии

Transformify HR Software & Freelance Platform are trusted by recruiters from 150+ countries.

Now, we are looking for business development executives to join our team. The job is remote and open to candidates worldwide.

### Responsibilities:

- Finding new prospective clients, cross-sell to existing clients, and qualify leads in order to build a healthy sales pipeline within their defined geographic territory
- Achieve sales growth/targets within the defined geographic territory through:
  - Selling new products
  - Selling additional services to existing clients
  - Prospecting for new clients
- Maintain and strengthen relationships within our client base
- Re-enforce value proposition to retain and grow client relationships
- Advancing clients/prospects through the sales cycle to closure
- Qualifying leads
- Coordination of RFI /RFP responses Identification of clients needs
- Maintaining a high level of product, business and technical knowledge Provision of up-to-date sales forecast and pipeline information to management

### Requirements

- 3-5 years of SaaS sales experience, preferably with HR Software solutions
- Previous experience selling software solutions to HR Directors / Managers is a strong advantage
- Excellent communication and negotiation skills

### Our Offer

Join a vibrant remote team scattered around the world

Flexible working hours

Bonus on achievement

Stock options after the end of the first year

## Контактная информация

Телефон: +44-79-3959-4615

Сайт: <https://www.transformify.org/projects/view/business-development-executive-12?act=publicprojects>

Адрес: London, Level 3, 207 Regent Street