



Ваш надежный помощник

Business Development Consultant

📍 Киев,

Компания: GR4UA

Рубрики: [Бухгалтерия, финансы, учет/аудит](#), [Реклама, маркетинг, PR](#), [Работа за рубежом](#)

Пожелания к сотруднику

Образование: не имеет значения

Опыт работы: не требуется

Описание вакансии

We are a team working and collaborating from all over the world. Our client NaturaReserve is looking for a Business Development Consultant.

NaturaReserve's mission actively provides real-world experiences of the sustainable lifestyle to inspire the growth of wellness and environmentalism across the globe.

Job Description

First contact for prospects via outbound calls, email, various messaging platforms, and zoom meetings. Qualifies prospects and produces quality leads for conversion to sales of bulk book purchases, speaking engagements, and consulting engagements. Performs database and record keeping activities.

Able to demonstrate time management, telesales skills, and product knowledge. Goal oriented individual with superior communication skills.

What You'll Do:

- A challenging, exciting role that will test your sales skills, tenacity and hunting skills, strategic thinking capabilities, ability to remain focused, and follow-through on plans.
- You will be provided the tools, raw data, training, and coaching to help you be successful. In some cases, you may act as the first contact for business prospects.
- Your responsibilities may include any of the following: generate demand for company services through social selling and outbound cold calling, produce quality leads, identify/drive product expansion opportunities via high value relationships with existing customers.
- Collaborate with the virtual sales team on account strategy, demand generation activities, and results
- Build sales pipeline using social selling, and cold calling methodologies
- Ensure all data is properly maintained and updated in our CRM
- Coordinate sales efforts with company consultants
- Gain in-depth knowledge of company, clients, products and industry.
- Drive high customer satisfaction and references by ensuring the customer is receiving value from their sales services
- Drive product expansion/up sell opportunities as well as service renewals

What we are looking for:

- Able to demonstrate time management, prospecting, and telesales skills
- Goal oriented individual with superior communication skills
- Able to complete individual goals as well as work in a team environment
- Demonstrated ability to communicate with senior management
- Able to demonstrate critical thinking skills to acquire a higher level understanding of roles, processes, and procedures
- Excellent grasp of the English language both written and oral.

Qualifications

- Research
- Sales
- Business development

Контактная информация

Контактное лицо: JohnHazlewood