



Ваш надежный помощник

Business Development Manager, 15000 грн.

📍 Киев, 🕒 8 декабря 2025

Компания: [Sempico Solutions Group LTD](https://jobs.ua/company/id/1636902) (<https://jobs.ua/company/id/1636902>) ([Все вакансии](#))

Рубрики: [Офисный персонал](#), [Телекоммуникации и связь](#)

Пожелания к сотруднику

Образование: полное высшее
Опыт работы: желателен
График работы: полный рабочий день

Описание вакансии

Sempico Solutions is an innovative international company providing SMS marketing, verification, OTP and OTT messaging services, as well as its own software, and is currently looking for a Business Development Manager.

We offer:

- The opportunity to work remotely.
- A convenient work schedule from Monday to Friday, 9:00 a.m. to 6:00 p.m. (including a 1-hour lunch break).
- Competitive salary, base rate + bonus.
- Step-by-step adaptation to the position.
- Internship at the company's expense.
- Career development.
- Cooperation with international global brands and partners.
- The opportunity to improve your English language skills.
- The opportunity to attend international conferences.
- A well-coordinated team — everyone you will be working with is responsible and hard-working, and we are also progressive and friendly. Common sense and a sense of humour. No formalities — everyone here is on a first-name basis.

Now about our requirements for the specialist we are looking for:

- Fluency in Ukrainian, English — no lower than B2 Upper Intermediate level (oral and written communication), French or German is an advantage.
- Education in international business management/marketing.
- At least 2 years of experience in IT/Telecom/SMS.
- Ability to clearly formulate thoughts, especially in written communication.
- Responsibility, honesty and punctuality.
- Ability to sell, negotiate and establish long-term relationships.
- Experience in communicating and persuading clients (consulting, sales).
- Experience in effective key account management.
- Structured thinking, high level of self-organisation, attention to detail, excellent communication and teamwork skills.
- Motivated to develop and results-oriented.
- Be equipped with power supplies, as our work requires us to always be connected, have internet access and charged office equipment, according to the work schedule, regardless of whether there is electricity or not!

Responsibilities:

- Conduct ongoing search for new customers and manage existing customers by offering them additional services.
- Conduct negotiations and presentations to new and existing customers.
- Seek, develop and expand the customer portfolio.
- Ensure clear communication and respond promptly to customer inquiries.
- Actively manage the flow of quality leads, strategically developing relationships with potential customers.
- Maintain relationships with existing customers.
- Implement retention strategies to maintain and expand relationships with key customers.
- Search for direct routes from telecommunications operators around the world.
- Use effective negotiation skills and in-depth product knowledge to successfully close deals.

- Provide insights and feedback from customer interactions to improve product and marketing strategies.
- Monitor accounts receivable and ensure timely payment from partners.
- Use existing contact networks and social media strategies to sell and promote the company's telecommunications services.
- Participate in specialised exhibitions and represent the company on the international stage.

Контактная информация

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