



Ваш надійний помічник

Junior Business Development Manager

📍 Львів,

Компанія: Blue Carrot

Рубрики: [IT, WEB фахівці](#), [Торгівля, продажі, закупівлі](#), [Реклама, маркетинг, PR](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: від двох років
Графік роботи: повний робочий день

Опис вакансії

You will work directly with the CEO in a compact sales team. By using our unique sales/marketing expertise you will be able to manage full cycle sales process: lead generation, lead conversion, deal closure and account management. You will mostly work with clients from Europe and the USA. Also you will be involved into inbound marketing initiatives. This position will bring you a huge development to your sales/marketing career (modern lead generation fundamentals & tactics, sales strategies for western markets, sales psychology, client management, inbound marketing, access to learning resources etc.).

Qualifications

- Result-oriented, responsible, open-minded, ambitious team-player.
- Upper intermediate speaking/writing English level. You will conduct chat/verbal communication with clients.
- Minimum 2 years of working experience. Similar experience is a huge bonus, but not a must.
- Ability to mix sales processes with monotonous repetitive tasks and being innovative at the same time.

Responsibilities

- Finding clients in LinkedIn and other sources. Conducting email campaigns. Establishing first communications.
- Conducting sales meetings, signing contracts and providing account management.
- Tracking results in CRM (Hubspot).
- Increasing marketing/sales funnel metrics. Creating and constantly developing message chains.
- Inbound marketing (partial: content, SMM, SEO, etc.).
- 10-15% - operational tasks (support to the team)

Proposal

- The boost of your growth together with the experienced Sales team and Creatives.
- Practical and theoretical education.
- Comfortable office in Lviv city center.
- Ambitious and friendly team.
- Teambuildings, paid vacations, professional trainings, cookies and carrots :)
- Competitive salary upon agreement.

Контактна інформація

Контактна особа: MichaelDidunov

Сайт: <https://bluecarrot.io/>

Адреса: Львів, Пл. Св. Теодора