



Ваш надійний помічник

B2B Sales Manager

📍 Київ, 🕒 5 грудня 2023

Компанія: [World Center of Baby](https://jobs.ua/company/id/1633565) (<https://jobs.ua/company/id/1633565>) ([Всі вакансії](#))

Рубрики: [Медицина](#), [фармацевтика](#), [Робота за кордоном](#)

Побажання до співробітника

Освіта: повна вища
Досвід роботи: від двох років
Графік роботи: повний робочий день

Опис вакансії

Company Overview:

World Center of Baby is a leading and reputable surrogacy agency that provides exceptional surrogacy solutions for intended parents and surrogate mothers alike. We are committed to upholding the highest ethical standards, prioritizing the well-being of all parties involved, and facilitating the joyous journey of building families through surrogacy.

Position Summary:

As a B2B Sales Manager at World Center of Baby, you will play a crucial role in expanding our network of agents globally. Your primary responsibility will be to identify, engage, and collaborate with agents who will actively search for surrogacy moms.

Key Responsibilities:

- **Identify and pursue new business opportunities within the fertility and healthcare sector.**
- Evaluate market trends and competitor activities to identify potential areas for growth.
- Develop and implement targeted B2B sales strategies to achieve revenue and growth objectives.
- Conduct presentations and product demonstrations to potential partners.
- Lead negotiations with prospective partners to establish mutually beneficial agreements.
- Draft, review, and finalize contracts ensuring compliance with legal and ethical standards.
- Stay abreast of industry trends, regulatory changes, and emerging opportunities.
- Conduct market research to identify new prospects and assess market demand for surrogacy services.
- Collaborate closely with internal teams, including operations, legal, and marketing, to ensure seamless execution of B2B initiatives.
- Provide feedback from the market to assist in refining and enhancing our service offerings.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field.
- Proven experience in B2B sales, preferably in the fertility, healthcare, or related industry.
- Strong understanding of the surrogacy and fertility landscape.
- Exceptional negotiation and communication skills.

We offer:

- Competitive salary and performance-based incentives.
- Paid sick leaves and vacation
- Opportunities for professional development and career advancement.
- A supportive and inclusive work environment.

Контактна інформація

Контактна особа: ОксанаMishyna