Ваш надійний помічник

Representative Manager, Business Manager - Remote

Київ, 12 листопада 2024

Компанія: Red Rocket Software (https://jobs.ua/company/id/1638606) (Всі вакансії)

Рубрики: IT, WEB фахівці, Торгівля, продажі, закупівлі

Побажання до співробітника

Освіта:	не має значення
Досвід роботи:	бажано
Графік роботи:	додатковий заробіток

Опис вакансії

Red Rocket Software is an international IT software engineering company. Our main specialization is the full-cycle development of IT products, from their prototyping to support and maintenance.

We operate in such IT fields as UI/UX design, Mobile development, Web development, DevOps and maintenance, Business Consulting, Marketing and SMM. Every team member is a star in their subject area.

Red Rocket's focus includes (but is not limited to) such business domains as FinTech and Banking, E-Commerce, Healthcare, IoT.

Our team is constantly growing, and we are always ready to welcome new experts aboard! Our goal is to create a comfortable workspace where everyone can express their talents.

About our partnership opportunities: We offer you the opportunity to become our Representative Manager / Business Manager and earn a commission on each case. Your role will be to familiarise yourself with our services and cases and then share this information with potential clients. You will be free to choose your clients and your approach to providing our future clients with solutions that will benefit their business.

Representative objectives:

- To gain an in-depth understanding of what our company does and what services we can provide.
- To identify and negotiate with clients who could benefit from our solutions.
- Present our services based on the client's interests and build long term relationships.
- Guide the client to close the deal

Why it is favourable for you:

- There is an opportunity to work in a schedule convenient for you and with the approach to clients that you find most effective. You plan your own time and work strategy. You can work anywhere in the world
- We will provide all the necessary materials - presentations, cases and other information to effectively present our services to clients. In addition, you can always consult our specialists if the client needs more in-depth technical details.
- For each referred client with whom a successful deal is concluded, you will receive 20% of the deal amount. As we work with small and medium-sized businesses, the average cheque for a project costs from 10000 euros, which will mean 2000 euros of remuneration for you.
- Thanks to our ability to run up to 10 projects in parallel, the volume of deals per month depends entirely on your pace of work and the number of clients interested in IT solutions. The more you attract new clients, the higher your earnings!

It's a great way to not only collaborate, but to earn from quality referrals and sales expertise. If you love helping businesses grow and know how to find interested

clients, we want to hear from you.

You can contact us in a way that is convenient for you:

- Email: hr@redrocket.software
- Telegram: @redrocket_software
- WhatsApp: wa.me/48511525892

Контактна інформація

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