



Ваш надійний помічник

Business Development Manager (Partnerships), 35000 грн. + %

📍 Київ, 🕒 6 жовтня

Компанія: [Sempico Solutions Group LTD](https://jobs.ua/company/id/1636902) (https://jobs.ua/company/id/1636902) ([Всі вакансії](#))

Рубрики: [Телекомунікація та зв'язок](#)

Побажання до співробітника

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

Опис вакансії

Who are we?

Sempico Solutions is an international telecom company and business messaging service built around our own product - the Gatum messaging platform.

We help businesses worldwide deliver marketing campaigns, one-time passwords (OTP), verification messages, transactional notifications, and other business communications through SMS and messaging channels.

Our mission is to provide fast, simple, and reliable communication between businesses and customers - with global reach, anywhere, anytime.

Our benefits

- Work in a fast-growing international product company where you can grow together with the business.
- Annual paid vacation of 24 calendar days and paid sick leave.
- Fully remote working format.
- Convenient working hours from Monday to Friday, 9:00–18:00 (UTC+2), including a one-hour lunch break.
- Competitive salary with regular performance and salary reviews.
- Step-by-step onboarding process.
- Individual career development planning together with your manager.
- Reimbursement of professional development courses and certifications (up to 75%, upon management approval).
- Strong product culture, supportive colleagues, and a great sense of humor.

What about the team?

? 100% Remote | ? International Team

You'll become part of our Sales team and report directly to the Head of Sales.

You'll work closely with Marketing, Account Management, Tech, Routing, Product, Support, and Finance teams.

This is a hands-on Business Development role focused on generating new business through outbound sales and developing strategic partnerships.

You'll be responsible for independently identifying potential clients and partners, reaching decision-makers, developing opportunities from the first contact to a signed agreement, and generating new revenue for the company.

Requirements

At Sempico Solutions, we're looking for a proactive **Business Development Manager** who is comfortable with outbound sales, enjoys opening new markets and relationships, and can independently move opportunities through the full sales cycle.

Our ideal candidate has:

- 2+ years of commercial experience in B2B Sales, Business Development, Partnership Management, or a similar role.
- Proven experience with cold outreach and self-generated lead generation.
- Experience independently identifying and contacting decision-makers through LinkedIn, email, phone, or other outbound channels.
- Experience managing the full B2B sales cycle from first contact and discovery to proposal, negotiation, and closing.
- Proven B2B sales experience in at least one relevant domain: Telecom, CPaaS, SaaS, IT software, or other technical products.
- Experience conducting discovery calls, product presentations, and commercial negotiations.
- Experience preparing and presenting commercial proposals.
- Strong objection-handling and negotiation skills.
- Experience working with CRM systems such as HubSpot, Pipedrive, Salesforce, or similar.
- Understanding of B2B sales processes, lead qualification, pipeline management, and sales forecasting.
- Professional working proficiency in English (B2+ or higher) for communication and negotiations with international clients.
- Strong communication and relationship-building skills.
- Analytical thinking and the ability to independently prioritize activities.
- High level of self-organization and ownership.
- Strong result orientation and commercial mindset.
- Willingness to travel to industry conferences and business events when required.

Nice to have

- Experience in Telecom, CPaaS, SMS, A2P messaging, Email, Voice, or related industries.
- Existing network of international B2B clients or partners.
- Experience developing referral or strategic partnerships.
- Experience with LinkedIn Sales Navigator and other prospecting tools.
- Experience with international B2B markets.
- Experience selling API-based or other technically complex products.
- Understanding of messaging infrastructure, APIs, SMPP, routing, or telecom ecosystem.
- Experience working with pilots, test integrations, or technical presales.
- Experience participating in industry conferences and networking events.

What You'll Do

- Independently identify and research potential B2B clients and strategic partners.
- Build and maintain a pipeline of self-generated opportunities.
- Define and refine ICPs together with the Head of Sales and Marketing.
- Conduct outbound prospecting through **cold email, LinkedIn, Sales Navigator, phone, networking, and industry events**.
- Create personalized outreach sequences for different target segments.
- Identify and contact relevant decision-makers.

- Conduct discovery calls to understand business needs, pain points, current solutions, and potential use cases.
- Present and demonstrate Sempico Solutions' products and services.
- Prepare and present commercial proposals.
- Coordinate technical questions, demos, pilots, and test integrations with Tech, Routing, and Product teams.
- Lead commercial negotiations regarding pricing, volumes, SLA, contract terms, and other conditions.
- Handle objections and competitive situations.
- Develop referral and strategic partnerships with companies that can recommend or integrate our solutions.
- Drive opportunities through the sales pipeline and work toward closing.
- Ensure contracts and required starting documentation are completed.
- Transfer signed clients to Account Management with a complete briefing on the client, agreement, expectations, and next steps.
- Participate in onboarding meetings when needed to ensure a smooth handover.
- Keep all leads and opportunities up to date in the CRM.
- Record the current stage, key information, next steps, and next contact date after interactions.
- Prepare regular pipeline reviews and sales forecasts for the Head of Sales.
- Monitor competitors and market trends across SMS, CPaaS, Email, and telecom markets.
- Collect customer and prospect feedback and share relevant insights with Product and Marketing teams.
- Analyze lost opportunities and identify potential improvements to the sales process.

You'll be a great fit if you

- enjoy finding new business opportunities rather than waiting for inbound leads;
- are comfortable starting conversations with people who don't know you;
- know how to research a company and identify the right decision-maker;
- can personalize outreach instead of relying only on mass messaging;
- enjoy conducting discovery calls and understanding real business needs;
- can confidently communicate the value of a technical product to a business audience;
- are comfortable with objections, negotiations, and long sales cycles;
- take ownership of your pipeline and follow-ups;
- are comfortable working with measurable sales targets;
- can independently organize your day and prioritize high-value opportunities;
- enjoy working with international clients and partners;
- take responsibility for the result, not just the activity.

It won't be a good fit if you

- are looking for a role focused mainly on inbound leads or account management;
- prefer waiting for qualified leads rather than generating your own pipeline;
- have little or no experience with cold outreach;
- are uncomfortable contacting decision-makers directly;
- avoid phone calls, LinkedIn outreach, or other outbound channels;
- focus on the number of messages sent rather than the quality and progression of opportunities;
- dislike follow-ups or lose track of open opportunities;

- are uncomfortable with negotiations or handling objections;
- need constant supervision to organize your pipeline and daily activities;
- prefer transactional sales with very short sales cycles only;
- are not comfortable working with CRM and maintaining accurate opportunity data.

Why join us?

At Sempico Solutions, you'll work on a real international B2B product in the CPaaS and telecom space, with the opportunity to directly influence new business and revenue growth.

You'll have a high level of ownership over your pipeline - from identifying a potential client or partner and making the first contact to negotiating the deal and seeing the relationship move into active cooperation.

You'll work closely with Sales, Product, Tech, Marketing, Account Management, and Support teams, gaining a deeper understanding of B2B SaaS, CPaaS, messaging technologies, telecom, APIs, and international business development.

If you're a proactive Business Development professional who enjoys building relationships from scratch, creating opportunities, and turning outbound activity into real business, we'd love to meet you.

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