

Business Developer

Lisbon, Oporto, Coimbra, Aveiro, Leiria - Portugal

We are looking for a results-oriented Business Developer to strengthen our Business Development Team. You need to be passionate about technology and be always keen to understand the customer, the market landscape and the competition.

Our company works for the global market, with software running in more than 44 countries, so if you are looking for a career challenge this is the opportunity that you are looking for.



Key Responsibilities

- Contact potential clients to arrange meetings;
- Help in the most important aspects of the sales process, from lead generation, opportunity management, sales proposals and contracts;
- Help to drive growth in new accounts, forging durable relationships with clients;
- Understand the customer needs and help defining the solutions;
- Conduct market research to find new opportunities and improve sales;
- Collect feedback regarding customer requirements and market trends;
- Promote the company products and services;
- Help developing the product positioning;
- Planning and overseeing of some marketing initiatives;
- Maintain records of sales and customer feedback.

Requirements

- BSc or MSc degree in Business, Marketing or a related field;
- Experience in sales or business development in Telecom or software;
- Strong communication skills and be highly fluent in English;
- Good documentation and writing skills;
- A good time manager, to work in multi-tasks and still meet deadlines;
- Excellent organizational skills;
- Ability to flourish with minimal guidance, be proactive and handle uncertainty;
- Team player and able to work in a fast-paced environment.

Additional Information

- Job location: Lisbon, Oporto, Coimbra, Aveiro, Leiria (Portugal)
- Position Type: Full-time
- We offer a competitive compensation package as well as an environment conducive to personal and professional growth

APPLY