

Ref. office@sensorydesign.com
Sensory Design GmbH
Building (A1.3.14)
A. Volta Straße, 13A- 39100 Bozen

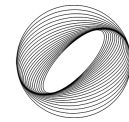
Business Developer

We are looking for an ambitious and energetic Business Developer Consultant to help us expand our client base.

The goal is to drive sustainable financial growth by boosting sales and relationships with clients.

Responsibilities

- Qualifying leads from marketing campaigns as sales opportunities
- Contacting potential clients through cold calls and emails
- Participating to ad hoc events and exhibitions that are interesting for our business development
- Conducting research to identify potential clients, new markets and customer needs
- Building long-term relationships with new customers
- Gathering useful information from customer and competitor data
- Promoting the company's products/services addressing or predicting clients' objectives
- Focus on Sales Goals, constant updating of the CRM,, keeping records of sales and revenue
- Establish and oversee strategic partnerships to drive business growth



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Requirements

- Proven working experience as a business development manager, sales executive or a relevant role
- Good at making effective presentations is valued
- Proficiency in MS Office and CRM (e.g. Hubspot)
- Market knowledge
- An existing portfolio of clients is highly valued
- Communication and negotiation skills
- Ability to build relationships
- Time management and planning skills
- Proficient Italian, German and English

Benefits

- Monthly reimbursement + Success Fees
- Smart Working policy
- Birthday off
- Young, cool, innovative and international environment
- Educational opportunities
- Events participation