



Business Development Representative

FOLEON

**Job Category:** Marketing/Sales

**Job Source:** nrbjobs.com

## Job Summary

**Employment Type:** Full Time

**Gender:** Any

**Career Level:** Entry Level

**Salary:** Negotiable

**Posted On:** 27 Nov 2024

**Application Deadline:** 26 Dec 2024

## Job Description/Responsibility

- Relationship Building: Build and nurture relationships with leads through effective communication and follow-up, ensuring they are engaged and well-informed about our product and services.
- Qualification: Qualify leads by evaluating their potential as clients based on predefined sales criteria and following up accordingly.
- Meeting Setting: Schedule meetings with qualified leads for the sales team, ensuring that all necessary information is passed along.
- Research: Gather information on prospects and maintain accurate and up-to-date records of all lead interactions and activities in the CRM system.
- Reporting: Provide regular reports to the marketing and sales teams and management on lead quality, meeting outcomes, market trends, and insights.
- Outbound Calls: Utilize prospecting and research tools to initiate outbound phone calls, email outreaches, and social selling to prospects. Introduce our company, identify prospect pain points, and assess their interest in our products/services.
- Product Knowledge: Stay updated on company products and services to effectively communicate their value to prospects.
- Collaboration: Work closely and collaboratively with your peers and the sales and marketing teams on integrated demand generation campaigns and executing appropriate prospect communication plans

## Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

### **Experience Requirements**

- No experience is required.

### **Skills Requirements**

- Active listening skills: Actively listen to what potential customers are saying to understand their needs, provide the necessary information, and identify sales opportunities.
- Resilience and adaptability: Handle challenges, such as difficult prospective clients or tight deadlines without getting discouraged. You find success through persistence and determination and adapt to changes in the marketplace, competition, and customer needs.
- Time management and organization: Manage your workload and ensure that all leads meet the service level agreements. Remain organized so you can prioritize preparations, meetings, tasks, and follow-ups accordingly.
- Results-oriented and coachable: You're open to feedback to continuously grow and improve. You're willing to try new strategies and tactics that will help you with customer communication and achieving performance targets.
- Very strong work ethic with confidence to work autonomously
- Highly motivated to succeed both individually and with a fast-growing company
- Strong English verbal and written communication skills
- Huge plus if you have;
- Prior B2B or SaaS experience
- Familiarity with sales, enablement, and CRM techstack

### **Work Area**

- Applicant should have experience of working in the following category(ies): Marketing/Sales

### **Industry Type**

- Experience should include the following skills: IT/Telecommunication

**Address:** Amsterdam, Netherlands, Amsterdam, Netherlands, Netherlands

**Company Profile:** Enterprise Software & Network Solutions

**Company Website:** <http://www.foleon.com/>