

## Business Development Representative

Apply Now

Company: Divante

Location: Wrocław

Category: other-general

### Want to shape the world of eCommerce with us?

At Divante we know that with the right people on board, anything is possible. The quality, integrity, and commitment of our employees have been key factors in our company's growth and market presence. We're a client-driven organization, looking for motivated, and talented individuals to help us exceed our client's expectations at every turn.

We work with market leaders, like SAP, Samsung, Bosch, and many others, who perceive technology as their key component to success. We are looking for an energetic and enthusiastic

**Business Development Representative** to add to our growing Sales team. Our ideal candidate will be passionate about driving sales of our services, and accountable for growing our business and achieving revenue targets.

**Salary: 65-75 PLN/h net + VAT and Annual Bonus 10.920-25.200 PLN**

#### Joining us as a Business Development Representative means:

Support in daily operational tasks to assigned Sales Executive/Consultant like: screening calls (no cold calls for sure!), Client research, sales strategy cross-check

**Managing operations of multidisciplinary teams around Segments** to secure Lead Generation

Leading some calls with the Client

Developing **an understanding of our customers'** business, workflows, and pain points

**Identifying opportunities** (sole source/up for bid) and bringing them to the internal business (functional) partners, evaluating opportunity alignment with client strategy

Support in executing **strategic and tactical sales plans** (in conjunction with sales leadership, marketing, and sales support group) to identify and shape new opportunities

Managing HubSpot CRM

The first step towards becoming Sales Executive or eCommerce Consultant

**Join us if you have:**

Proactive attitude

Expertise in **Lead generation** , or Sales-related roles of at least **2 years**

Experience in managing simultaneous conversations with an array of stakeholders, internal and external, across long and short sales cycle deals

**Experience** in a team-selling environment for mid+ and large organizations

Proven ability to work well as part of an extended sales team

Maintain accurate and timely customer, pipeline, and forecast data

**Excellent** verbal and written communication **skills in English**

**It's great if you also have:**

First-hand knowledge of eCommerce, or the payment industry, and genuine interest in digital, mobile commerce, and innovation

Professional verbal and written communication **skills in German**

Familiarity with consultative selling methodologies

A sense of humor and exceptional trivia skills are a plus

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