

Argentina Jobs Expertini®

Business Development Representative

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Company: tbo

Location: Argentina

Category: business-and-financial-operations

As a Business Development Representative (BDR) you will target, pursue and close new business. to- enterprise accounts with complex translation and interpreting needs in highly regulated industries su

Responsibilities:

Primary objective is to find, qualify and successfully close new customers. Upon closing a new You will need to gain a deep and solid understanding of the prospect's organizational structures, bu As Business Development Representative you will:

Identify and qualify opportunities with prospective clients, including key decision makers at all le

Plan and conduct new business activities with target accounts and lead all prospect interactions: site visits, online meetings, sales and proposal presentations, and email and phone interactions

Develop the opportunities from discovery to close; including preparing and presenting quotes, p

Manage and control pricing, negotiation and contractual issues.

Formulate sales plans and build a strong pipeline to achieve monthly, quarterly and annual sale

Understand our business offerings, capabilities, benefits and value, and competitive advantage

Represent the company at prospect sites, industry events and trade shows.

Be the voice of the customer internally. Collaborate with Production, Operations, Marketing, Ac

Contribute feedback and ideas for improving new business development processes and strateg

Report to management via regular reporting and meetings to review sales activities, strategy, p

Ensure a successful transition of a closed opportunity resulting from sales activities to the acco

Keep lead, opportunity, contact, account data and meeting notes data updated in the CRM and

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