

Business Development Representative - Telecommunications

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Company: Evolving Systems

Location: Argentina

Category: business-and-financial-operations

Evolving Systems, a leading provider of computer software solutions for the telecommunications industry, is seeking a highly motivated and results-driven Business Development Representative to join their team. With a rich history of over 35 years, Evolving Systems specializes in delivering innovative platforms and solutions that help Communications Service Providers (CSPs) stay competitive in a rapidly changing and disruptive environment.

As a Business Development Representative, you will play a key role in driving revenue growth by identifying and pursuing new business opportunities within the telecommunications industry. In collaboration with the sales and marketing teams, you will leverage Evolving Systems' comprehensive (e)SIM Lifecycle Management Suite and Evolution platform to help CSPs streamline their operations, enhance customer engagement, and drive 5G adoption.

Responsibilities

Generate and qualify leads through proactive outreach, including cold calling, email campaigns, and networking events

Conduct in-depth research on potential clients, understanding their specific needs and pain points

Collaborate with the sales team to develop and execute strategic sales plans to

maximize revenue growth

Build and maintain strong relationships with key decision-makers within target organizations

Present Evolving Systems' solutions to prospects, effectively articulating value propositions and differentiating from competitors

Coordinate and participate in product demonstrations, trade shows, and industry conferences

Provide ongoing support to clients, ensuring high levels of customer satisfaction and retention

Requirements

Bachelor's degree in Business, Marketing, or a related field

Proven experience in sales or business development within the telecommunications industry

Strong knowledge of (e)SIM technologies and telecom market trends

Excellent communication and presentation skills, with the ability to effectively engage with senior-level executives

Self-motivated and results-oriented, with a track record of meeting or exceeding sales targets

Ability to work independently and collaboratively in a fast-paced, dynamic environment

Proficiency in CRM software and other sales productivity tools

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