

Job Opening:

BUSINESS DEVELOPMENT EXECUTIVE

Job Highlights

- Attractive Commission
- 50% subsidized on Apartment Rental
- Free Lunch 3 times per week

Job Description

We are looking for a Hunter who is a young, energetic, outgoing and determined person to drive the business and inspire the Business Development team to reach company objectives.

The Business Development Executive plays a key role in driving strategic commercial opportunities for the business by building relationships amongst business users. Training will be provided, and you will be working with your manager closely to achieve targets. You will present and pitch to clients (Businesses/Associations/Organizations) in clear and concise presentations and demonstrations.

Purpose/ Cause/ Passion: Protecting people and business with ground -breaking product that will seep into daily lives, instilling confidence in people when making decisions, giving them peace of mind

Our Niche: Largest local (criminal, watchlist and blacklist), ungoogleable and reliable data, 4As accessibility (anyone, anytime, anywhere, affordable, user friendly, get result instantly, fast & responsive support

Responsibilities:

- Achieve the individual sales target set by the company.
- Carry out sales strategies and tactics to achieve revenue targets.
- Keep abreast of industry trends and competitor activities to identify new opportunities and maintain a competitive edge.
- Deliver sales presentations, proposals, and contracts.
- Ensure timely and accurate reporting of sales activities and results.

Requirements:

- Bachelor's degree in business, marketing, or a related field.
- Prefer 1-2 years of experience in B2B sales.
- Strong drive to achieve sales targets and building lasting relationships with clients.
- Strong communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team in a fast-paced environment.

Join us in our mission to promote a safer environment through comprehensive criminal background screening solutions. Apply now at jobs@verityintel.com and play a vital role in helping individuals and organizations make informed and responsible decisions.