

Branch: Noodzakelijk Online (NO)

Job Title: Business Developer

Overview

The Business Developer will play a crucial role in driving the growth and expansion of our organization. This remote position requires a proactive individual with a strong entrepreneurial spirit, excellent communication skills, and the ability to build lasting relationships. The ideal candidate will work at least 12 hours per week, with the potential for additional hours based on performance and project needs. This role is essential for identifying new business opportunities, fostering partnerships, and contributing to our overall strategic goals.

Position Details

Location: Remote

Hours: Minimum of 12 hours per week (flexible schedule with potential for more hours)

Key Responsibilities

- Conduct thorough market research to identify trends, opportunities, and potential clients.
- Analyze competitor offerings and market positioning to inform strategic decisions.
- Develop and implement strategies for lead generation through various channels, including social media, networking events, and industry conferences.
- Utilize CRM tools to track leads and manage relationships effectively.
- Establish and maintain strong relationships with prospective clients, partners, and stakeholders.
- Engage in regular communication with existing clients to ensure satisfaction and identify upselling opportunities.
- Prepare compelling proposals and presentations tailored to client needs.
- Collaborate with internal teams to ensure alignment on project deliverables and timelines.
- Assist in developing and executing sales strategies that align with the company's objectives.
- Monitor sales performance metrics and adjust strategies as needed to achieve targets.
- Work closely with marketing, product development, and other departments to ensure cohesive business strategies.

- Participate in team meetings to share insights and contribute to the overall growth strategy.

Required Competencies

- Exceptional verbal and written communication skills with the ability to convey complex ideas clearly.
- Strong presentation skills to effectively engage clients and stakeholders.
- Ability to analyze data, identify trends, and make informed decisions based on research findings.
- Proficiency in using analytical tools and CRM software.
- Proven ability to build rapport with clients and partners, fostering long-term relationships.
- Strong interpersonal skills that promote collaboration and teamwork.
- Highly motivated with a strong work ethic; able to work independently in a remote environment.
- Excellent time management skills to prioritize tasks effectively.
- Flexibility to adapt to changing market conditions and organizational needs.
- Willingness to learn new skills and take on additional responsibilities as required.
- Understanding of sales processes and techniques; experience in business development or sales is preferred.
- Ability to negotiate effectively and close deals successfully.

This Business Developer position offers an exciting opportunity for individuals looking to make a significant impact in a growing organization while enjoying the flexibility of remote work. If you are passionate about driving business growth and thrive in a dynamic environment, we encourage you to apply!