

Business Development Consultant, Executive, Representative

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 800 €**

Cena: **3 360 € bez DPH**

Preferovaná pracovná pozícia

Account manager

Business to Business

New Business Development

B2B predaj

B2C predaj

IT / digitálne riešenia

Preferovaná lokalita

Bratislava

Jazyky

Slovensky - Expert (C2)

Anglicky - Expert (C2)

Nemecky - Začiatočník (A2)

Pracovné skúsenosti / Work experiences

07/2020 – 10/2020

Business Development Consultant [Freelance]

Zameranie spoločnosti:

TALENT ENGAGEMENT AND RECRUITMENT MARKETING PLATFORM

- » The purpose of my role was to bring a refined product to the market
- » On a daily basis, I researched businesses that were most likely to benefit from the product and focused on finding relevant information - I could use to start a conversation
- » After getting the attention of HR managers and executives, I tried to understand their needs to sell the solution where appropriate (PaaS)
- » Work appraised by CEO and company founders
- » Best results amongst all new freelance hires

09/2019 – 09/2020

Business Development Executive

Zameranie spoločnosti:

LEADING NEWS SERVICE/ ONLINE MEDIA

- » My role entailed approaching potential sponsors (only businesses with no connection to 3D printing), pitching the prestigious awards event (3D Printing Industry Awards) and the benefits of the partnership with 3D Printing Industry
- » Daily, I prospected and researched businesses, and approached various decision-makers, incl. C-level executives to explore their strategic objectives to find common ground for further discussions
- » Successfully brought a new product to the market
- » Researched, contacted and pitched to C-level executives
- » Signed 4 sponsors and raised funds for the event before COVID-19

07/2015 – 08/2016

Business Development Representative

Zameranie spoločnosti:

INTERNATIONAL CERTIFICATION COMPANY

- » Among my main responsibilities involved the consultative sales of ISO certification services, prospecting and approaching leads

- » My role entailed developing and nurturing long-lasting relationships with clients, negotiating contract terms and the search for new B2B customers within a given region (broad range of industries - IT, energy, healthcare, food, logistics, automotive, railway)
- » Additionally, I took care of customers during the recertification process (3-year period), with no certainty that a new contract was going to be signed again (re-negotiation of terms)
- » My last project was the launch of a new service to the market in Slovakia
- » Succeeded in making consultative B2B sales of ISO certification services
- » Worked towards weekly, monthly and yearly KPIs with success
- » Successfully launched a new product to the market
- » Exceeded my sales target within the first year

11/2012 – 06/2015

Customer Care Representative

Zameranie spoločnosti:

SUBSIDIARY OF FINNISH POST

- » Visiting customers in Slovakia and neighbouring countries, I dealt with tasks associated with the incoming and outgoing mail of our customers
- » Worked 80% of the time in the field, helping them to address their needs and demands
- » Customer service appreciated and rewarded after the first three months
- » Strengthened client relationships that resulting in increased referral sales
- » Assisted CEO with various operational and business tasks
- » Was offered a job promotion

11/2011 – 11/2012

Sales Representative

Zameranie spoločnosti:

LUXURY AUDIO & VIDEO SOLUTIONS

- » Responsible for sales and building professional rapport with customers, starting with the first interaction in the shop, followed by attending several meetings and implementing long-term projects. Lead generation at various events, where
- » I pitched B&O products
- » Converted walk-in prospects into buying customers
- » Arranged meetings and home demonstrations that resulted in new sales
- » Delivered public presentations of B&O products

Vzdelanie / Education

2016 - 2019

MSc, International Business Management, Merit. Dissertation: The impact of Experiential Marketing on small companies in the UK.

Case study

2011 - 2014)

Bachelor's in Management

2006 - 2010

A-Levels Equivalent (A: English, B: Economics and Law, Slovak Language, C: Accounting).