



Trencadis

Senior Business Development Manager

London

Trencadis is a Romanian software development company that aims to bring on board a smart and passionate Senior Business Development Manager located in London. As Senior Business Development Manager you will help us develop our business by bringing more opportunities and developing good and strong relationships with our clients to achieve great results!

We are expecting from you:

- Business stakeholder interaction: speak same language, understand business domain, document their business requirements;
- Discussing with potential customers, analyzing business requirements of projects and getting them to work with us;
- Having an entrepreneurial mindset; Managing the proposal process and participating in the project kick-off process;
- Work closely with the management team to define strategies for increasing our sales results.

For that you will need to:

- Know very well the creative and digital markets and how to approach them;
- Be a self starter with 3-5 years of experience in sales as well as prior experience in selling to creative agencies;
- Have a good understanding of software development life cycle it's stages; Have previous experience with companies that were building innovative products and to have a very good understanding of product development;
- Being goals and metrics oriented; Good understanding of KPI and sales matrix; Good understanding of social networks;
- Previous experience in media is a must;
- Also we expect you to be smiley and friendly.

We are offering:

- Competitive salary and commission;
- Flexible schedule, but disciplined work;
- Great professional environment and personal development opportunities;
- Talented team, innovating projects, courageous objectives.



Exercise your best tech & business skills in great projects!
Share your experience and CV with us: jobs@trencadis.ro

For more information: www.trencadis.ro