

United States Jobs Expertini®

Business Development Representative

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Company: Jamtek Electrical LLC

Location: Macon

Category: other-general

This is a remote position. We are looking for a dynamic and enthusiastic Business Development Representative to join our team. The successful candidate will be responsible for identifying and nurturing new business opportunities, cultivating relationships with potential clients, and driving business growth. Fluency in both written and verbal English communication is a requirement for this role. As part of our application process, applicants must submit a LOOM video introducing themselves and showcasing their communication skills. Requirements Conduct research to identify new business prospects and opportunities. Develop and implement strategies to engage and nurture leads through various communication channels. Build and maintain relationships with key decision-makers and stakeholders. Collaborate with sales and marketing teams to create targeted outreach campaigns. Meet or exceed sales targets and objectives. Represent the company at industry events and conferences to promote our brand and services. Provide insights on market trends, customer preferences, and competitor activities. Bachelors degree in business, marketing, or a related field. Minimum of 2 years of experience in business development or sales. Proven track record of achieving sales targets. Excellent written and verbal English communication skills. Strong interpersonal and negotiation abilities. Proficiency with CRM software and sales tools. Ability to work both independently and collaboratively in a fast-paced environment. Submission of a LOOM video as part of the application process. If you are a results-oriented individual with exceptional English communication skills and a passion for business development, we encourage you to apply for this exciting opportunity. Submit your application along with a LOOM video to showcase your communication abilities.

Based on Experience

4-5 years

Requirements: High school diploma or equivalent 2+ years of experience in IT support Strong knowledge of Windows operating systems Proficiency in troubleshooting hardware and software issues Excellent communication and customer service skills Ability to work independently and as part of a team Valid driver's license and reliable transportation If you meet the qualifications and are looking to further your career in IT, please apply with your resume and cover letter. We offer competitive pay and benefits, as well as opportunities for professional growth and development.

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