



THREE DIMENSIONS TO BUSINESS

***Business Development Representative/
Pre-Sales agent***

Job Description

Job Location: 3D2B Inc – Rome, Italy

Job Title: Business Development Representative /Pre-Sales agent

Reports To: Project Manager and Team Leader

Openings For: Mother tongue; Italian, French, German, Dutch, Spanish, English, Danish, Finnish, Swedish, Norwegian and other

Job Summary: In this job capacity the person will have responsibility for identifying, qualifying and advancing leads within a defined selection of accounts.

This will be achieved through a specific campaign briefing and training, an appropriate calling list and clearly defined campaign targets.

Essential Duties and Responsibilities

- Build a lead pipeline of qualified prospects for Key Client Accounts
- Generate qualified sales opportunities and/or leads in assigned accounts through campaign-driven outbound calling against set KPIs
- Nurture suspects to become fully qualified leads ready for handover to Client field sales / channel sales
- Develop strong working relationships with appropriate Client marketing and sales partners
- Develop and maintain detailed knowledge of client's business, products and objectives
- Develop sound understanding of client's competitors and how to sell against them
- Acquire primary intelligence via the telephone supplemented by research sources
- Develop and maintain accurate and detailed customer and prospect account information

Competencies/Skills

- Experience in telesales and/or inside sales and/or customer service with at least 1 year in an out-bound calling capacity
- Demonstrated history of achieving and exceeding sales targets/goals
- Experience working in a target-driven environment with particular focus on customer satisfaction and quality
- Experience and good working knowledge of the technology business, hardware and/or software and/or application industries
- Experience in a business to business environment
- Mother tongue in required language
- Good written & verbal English, able to summarize conversations accurately and unambiguously
- Excellent communication, organizational and customer service skills
- Confident, competent, business savvy with negotiating skills and ability to communicate at a senior level
- Sales minded and customer oriented
- Self starter with the ability to work autonomously
- Comfortable with outbound calling
- Detail oriented
- Quick learner

Attitude

- Self motivated and tenacious
- Willing to take direction and achieve goals
- Professional
- Confident, friendly and polite
- Energetic and dynamic
- Positive
- Flexible
- Good questioning approach
- Hard working
- Team player
- Client centric

If you meet the required skillset, and are interested in an employment position with us, please send your Resume, cover letter and salary expectations to jobs@3d2b.it.