

Business Development Manager

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Company: Sagan

Location: Bogotá

Category: other-general

Job TitleBusiness Development Manager

Location: Remote (Full-time)

About Us:

Our company is committed to driving growth and fostering success for both our business and our clients. We provide comprehensive solutions in HR and safety services, and we are dedicated to delivering exceptional value to our clients.

Role Overview:

We are seeking a motivated and skilled Business Development Manager to join our team. This role will be instrumental in identifying and pursuing new business opportunities, expanding our client base, and driving revenue growth through outbound sales efforts.

Key Responsibilities:

Utilize ZoomInfo to research and identify potential leads that align with our Ideal Customer Profile (ICP).

Effectively utilize HubSpot CRM and outbound communication tools to reach out to prospects and introduce our services and value proposition.

Schedule and coordinate qualified meetings with prospects to ensure a steady pipeline of opportunities for the sales team.

Follow up on leads and maintain communication with potential clients to nurture interest and engagement.

Collaborate with the sales and marketing teams to refine strategies and approaches based on market feedback and performance data.

Meet and exceed performance targets, including the number of qualified meetings scheduled.

Qualifications:

Proven experience in business development or sales, with a track record of achieving targets.

Familiarity with ZoomInfo, HubSpot, or similar sales and marketing tools.

Excellent communication and interpersonal skills, with the ability to engage effectively with prospects and team members.

Strong organizational and time management skills, with the ability to prioritize tasks effectively.

A proactive and driven individual who is passionate about pursuing leads and achieving business growth.

Personal initiative and a proactive approach to problem-solving.

Training:

Comprehensive training will be provided on our industry, Ideal Customer Profile (ICP), and detailed instructions on maximizing the effectiveness of ZoomInfo and HubSpot.

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Cross References and Citations:

- 1. Business Development Manager** [ZoologyjobsJobs BogotáZoologyjobs](#) ↗
- 2. Business Development Manager** [ScrumjobsJobs BogotáScrumjobs](#) ↗

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