

Business Opportunity Manager

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Company: LatamCent

Location: Bogotá

Category: other-general

As a Business Opportunity Manager (BOM) in our team, you will be responsible for supporting the sales process to increase sales opportunities win rate and reduce sales cycle time.

You'll need to be:

- Ambitious
- Organized and Systematic
- Detail-oriented
- Able to work with all personality types
- A great communicator

Responsibilities

DATA MAINTENANCE. Maintaining clear, accurate, and up-to-date information in the Sales CRM.

DEAL MONITORING. Continuous monitoring of deals to ensure they are in the right sales stage, status and have a clear next action.

COLLABORATION WITH SALESPEOPLE. Work closely with Sales Representative to keep deals on track through the sales process and the Sales

Representative organized with their tasks.

DEAL FACILITATION & NURTURING. Systematic facilitation of deals to keep the prospects stakeholder engaged and coordinated through the sales process.

Nurturing of through the sales process

REPORTING. Leading weekly sales pipeline management review calls with the clients Sales Team.

Requirements

Excellent written and spoken English.

Outstanding communication skills.

Excellent organizational and time management skills.

Previous Sales experience as a consistently high performing Sales Development Representative (SDR), Business Development Representative (BDR), Project Manager, or Customer Account Manager.

Tech-savvy, preferably with knowledge of HubSpot or other Sales CRMs, Asana, Excel.

Comfortable working with C-level contacts.

Whats in it for you?

An innovative, high energy culture focused on excellence and professional growth.

Competitive pay and benefits.

A full-time, remote work position.

Growth Era is a leading Sales Development as a Service and growth solutions company, with a passion for generating high-quality sales pipeline and funnel management for a wide range of organizations. Growth Era's unique business model provides a full-scale, multi-channel outreach Sales Development Department to its clients, all for a fraction of the cost of building and managing this function in-house.

Leveraging specialized talent, economies of scale and continuous analytics over a large

volume of outreach, Growth Era feeds its clients Sales pipeline with unmatched results.

Salary: \$1200 - \$1800

Monthly Bonus: \$750

Average Earnings of \$2000 a month depending on experience

More information about us can be found on .

Job posting by

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