

## Business Opportunity Manager

[Apply Now](#)

Company: LatamCent

Location: Medellín

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

[Apply Now](#)

#### Cross References and Citations:

1. [Business Opportunity Manager TeachingeducationJobs Medellín Teachingeducation](#) ↗
2. [Business Opportunity Manager Newyorkcityjobs Jobs Medellín Newyorkcityjobs](#) ↗
3. [Business Opportunity Manager Europejobscareer Jobs Medellín Europejobscareer](#) ↗
4. [Business Opportunity Manager Healthybird Jobs Medellín Healthybird](#) ↗
5. [Business Opportunity Manager NetworkengineerjobsJobs Medellín Networkengineerjobs](#) ↗
6. [Business Opportunity Manager Hondurasjobs Jobs Medellín Hondurasjobs](#) ↗
7. [Business Opportunity Manager HybridjobsJobs Medellín Hybridjobs](#) ↗
8. [Business Opportunity Manager Trendzfurnitures Jobs Medellín Trendzfurnitures](#) ↗
9. [Business Opportunity Manager Shenzhenjobs Jobs Medellín Shenzhenjobs](#) ↗
10. [Business Opportunity Manager LuxembourgjobsJobs Medellín Luxembourgjobs](#) ↗
11. [Business Opportunity Manager OnlinecommunitycareerhubJobs Medellín Onlinecommunitycareerhub](#) ↗
12. [Business Opportunity Manager BelgiumjobsJobs Medellín Belgiumjobs](#) ↗
13. [Business Opportunity Manager Topjobsearch Jobs Medellín Topjobsearch](#) ↗
14. [Business Opportunity Manager Chefjobsnearme Jobs Medellín Chefjobsnearme](#) ↗
15. [Business Opportunity Manager GulfjobscentraUobs Medellín Gulfjobscentral](#) ↗

16. **Business Opportunity Manager ReceptionistjobsJobs Medellín Receptionistjobs ↗**
17. **Business Opportunity Manager JohannesburgjobsJobs Medellín Johannesburgjobs ↗**
18. **Business Opportunity Manager WashingtondcjobsJobs Medellín Washingtondcjobs ↗**
19. **Business opportunity manager Jobs Medellín ↗**
20. **AMP Version of Business opportunity manager ↗**
21. **Business opportunity manager Medellín Jobs ↗**
22. **Business opportunity manager JobsMedellín ↗**
23. **Business opportunity manager Job Search ↗**
24. **Business opportunity manager Search ↗**
25. **Business opportunity manager Find Jobs ↗**

Source:<https://co.expertini.com/jobs/job/business-opportunity-manager-medellin-latamcen-340f46d648/>

Generated on: 2024-04-29 by Expertini.Com