

Sales and Business Development Manager Bogota

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Company: Chronos Consulting

Location: Colombia

Category: other-general

Job Description

Our client is a unique startup with a clear mission to harness the power of artificial intelligence and computer vision for the visually impaired. They created an innovative, smart and wearable device with an intuitive interface to enhance the daily lives of people.

If you live in Latin America and are looking to make a difference in people's lives, are driven to succeed and want to join a young dynamic company, we look forward to speaking with you, please forward your resume for consideration.

Requirements

- 3+ years' experience in business development, sales, account management
- University degree in business marketing fields
- Must be comfortable working out of the office with little supervision
- Must have excellent Spanish and English, additional languages an advantage
- Must be comfortable working with people with special needs
- Excellent people skills, including negotiation
- Coachable, self-starter, dependable, must have strong time management skills
- Strong verbal and written communication skills and attention to detail are essential for success
- Available to travel extensively throughout Latin America
- Experience in low vision industry – plus
- Previous experience with governmental institutions – plus

Job Responsibilities

Duties will include but not limited to the following:

- Manage relationships with distributors, resellers, local councils and government agencies, corporations, low vision organizations and clinics
- Drive business development and sales of products in Latin America
- Establish new business verticals and sales channels to the market
- Promote awareness in the low vision eco-system by working with assistive technology agencies and community organizations
- Provide training on the use of the device, its benefits and its differentiated value for users and organizations
- Collaborate on marketing activities and participate in events and PR activities
- Search for charities, NGOs and Corporate Social Responsibility programs for inclusion
- Develop relationships with officials from municipal and national government agencies to secure governmental funding

Measurement of Success

- Achieve monthly, quarterly and yearly sales quota as assigned
- Positive feedback from business partners, distributors, colleagues and customers

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