

Business Developer

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Company: Concentrix

Location: dubai

Category: other-general

About the job Are you enthusiastic about creating memorable experiences? Then come join us at Concentrix + Webhelp and work with energetic people who strive to enjoy every day. We are looking for a French-speaking Business Developer (On-site) to join one of our exciting projects. What we offer you You will be trained and constantly guided by your managers and your team. You will learn new processes, develop your language and communication skills, as well as work in a digital environment, with some of the most innovative technologies on the market. What you will learn with us will make you a valuable member of our team or any other team. Your benefits: - Full time 39 hours/week contract: Monday to Friday 09:00 to 18:00 - Salary 23 000 euros gross/year + up to 3000 euros gross/year in bonus - Great office location in Barcelona - Friends hunting (referral) bonus - Full paid training about the company and the project you will be working on - Career development program and specialized courses What you'll experience with us As a Business Developer in our team, you will: - Generate consistent sales opportunities for the field Sales Representatives - Identify and qualify prospects and deciders in the targeted companies - Lead Generation for Sales (Prospect qualification, Scheduling meetings, meeting tracking, product and solutions presentation) - Identify leads and conduct lead management - Successful execution of permanent and segment specific telemarketing campaigns We'll be a great match if you: - Are proficient or bilingual in French and advanced in English - Have good knowledge in IT and preferably storage environments - Have very good knowledge of telemarketing / sales - Have outbound experience / sales experience - Can identify new sales chances - Have transparent work habits - Are very

good self-organization, punctual, loyal, reliable, high social competence and a team worker

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