

WE ARE HIRING!

Business Development Manager

SHORT JOB DESCRIPTION

Business Development Manager actively seeks customers internationally with the goal of generating new sales leads and revenues by selling Amodo products and services.

MAIN DUTIES AND RESPONSIBILITIES

Business development

- Plan and conduct marketing campaigns with the goal of acquiring new leads
- Identify and analyze new potential customers for Amodo
- Reach out to new potential customers through cold calling, emailing and by attending relevant events (conferences, expos, fairs)
- Present and promote Amodo's products/services to prospective customers
- Establish, develop and maintain trustful and positive business relations with prospective customers
- Achieve agreed marketing targets and outcomes within the agreed scope and schedule
- Identify emerging target industries and customers and suggest new ways to generate-sales leads
- Support Amodo sales efforts by setting up meetings with prospective clients in coordination with sales representative(s)

Administrative and personal development

- Provide reports about activities and outcomes to the direct supervisor and company management within the agreed schedule and the agreed scope
- Continuously improve through feedback

SKILLS & EXPERIENCE

Qualifications

At least a BS/BA degree

Skills

- Previous experience in sales and business development in a related field
- Ability to build and maintain productive business relationships
- Excellent knowledge of English (negotiation level)
- Excellent communication, negotiation and presentation skills

If you are interested in the above position and want to work in Zagreb, with a great team on a growing industry solution, send your CV to:

contact@amodo.eu

AMODO is the answer to personalized insurance needs of a mobile generation. The company is one of the most successful European InsurTech companies, and built a state-of-the-art and market-proven technical platform to offer personalized usage-based insurance products, in a simple and convenient way. Some of AMODO Customers are AIG Hong Kong, AIG Singapore, BNP Paribas, Generali, Porsche, Triglav and others. Headquartered in the Silicon Valley and Croatia, AMODO is accelerating its growth and expansion and looking for ambitious people to strengthen the testing team.