



New Business Development Manager

We are looking for a qualified **New Business Development Manager** to join our Sales team. You will be responsible for maximizing our sales growth through the acquisition of new clients and new long-term partnerships.

Responsibilities

- Conduct research to identify new markets and customer needs
- Generate new leads and cold call potential new clients
- Co-ordinate with Client Service to develop mutually beneficial proposals
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Keep records of sales, revenue, invoices etc.
- Submit accurate weekly progress reports
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople

Profile

- Proven working experience (4-5 years) as a business development manager, sales executive or a relevant role
- BA/BS degree in Business Administration, Sales or relevant field. An MBA will be considered as an asset.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization.
- Excellent Knowledge of MS Office (particularly MS Excel and MS PowerPoint).
- Numerical skills and professionalism.
- Excellent listening, negotiation and presentation skills along with strong verbal and written communication abilities.
- Be able to work within a multicultural team.
- Proficiency in English

We offer

- Remarkable working space.
- Competitive remuneration.
- Friendly environment comprising young, enthusiastic, multi-national staff.
- Opportunities for professional learning and growth (training, etc).

Please send your CV to:

[georgakopoulou.j@caredirect.com](mailto:georgakopoulou.j@ caredirect.com)

Mrs. Jenny Georgakopoulou (HR Manager)