

WE ARE HIRING

BUSINESS DEVELOPMENT REPRESENTATIVE

Colombo LK | Full-time

What we offer:

- Opportunity to be a part of a US company while being based in Sri Lanka.
- A working environment that always hears your voice / open and free communication.
- Opportunity to create and further develop your career in a way that best suits you.
- Endless learning opportunities and working with multicultural team members.
- Unique company structure that promotes self-career development.
- Competitive financial compensation pegged to USD, and opportunity for additional bonuses.

WHO ARE WE?

We are Xyicon, a US-based SaaS company helping solve unique client problems in an equally unique way. Our product, Xyicon helps run some of the world's largest businesses (Prologis, Kaiser, NetJets) on a daily basis.

THE OPPORTUNITY

AS A BUSINESS DEVELOPMENT REPRESENTATIVE IN OUR TEAM, YOU WILL BE RESPONSIBLE FOR:

- Developing cold email templates/strategies to draw in potential buyers or solicit new potential customers.
- Initiating contact with potential customers through cold-calling, cold email, or social media, with a focus on LinkedIn.
- Creating relationships with customers to identify their potential needs and qualify their interests and viability to drive sales.
- Moving solid leads through the marketing funnel, connecting them to a salesperson, and arranging in-person meetings, emails, or phone calls.
- Following up with potential customers who expressed interest but did not convert.
- Collaborating with sales executives to ensure the company's goals and targets are met.

REQUIREMENTS:

- Excellent written and spoken English, with outstanding communication skills.
- Tech-savvy, preferably with sales experience.
- Self-driven (you have a fire in your belly).
- Entrepreneurial mindset (ability to understand different business models in a short period of time).
- Strong negotiation skills.
- Experience working with Hubspot will be an added advantage.

If you are looking to join a company where you can grow personally and professionally, apply now

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