



## **Business Development Manager**

### **About Us:**

Corner Case Technologies is a fast-growing technical and business partner for a number of startups. We design and build intelligent software solutions for growing businesses; currently, looking to strengthen our team bringing in like-minded individuals who share a passion for creating great ideas, and translating them into engaging, intelligent and innovative products. We are sociable, wonderfully collaborative, share an eagerness to learn and are enriched by the relationships we forge with our clients.

Looking for a **Business Development Manager** who would help to define long-term organizational strategic goals, build key customer relationships, identify business opportunities, negotiate and close business deals and maintain extensive knowledge of current market conditions.

### **Responsibilities:**

- Prospect for potential new clients by responding to inbound marketing leads, developing network connections, participating in sales campaigns, and cold calling as appropriate;
- Identify, contact, follow up with, and close new business related to any of Corner Case Tech offered services;
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs;
- Present sales, revenue and expenses reports and realistic forecasts to the management team;
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales;
- Participate in relevant conferences and global events in order to network and further the CCT brand;
- Opportunities to build your own sales team in response to business growth;

### **If you have:**

- At least 2-5 years of sales experience;
- BS/BA degree or equivalent;
- Proven success in managing a sales portfolio in business development, client relationship and servicing skills and solution-based selling;
- Excellent selling, communication and negotiation skills;
- Fluent in English (both writing and speaking);
- Profound insight of MS Office and CRM practices;

### **Benefits:**

- Influence on our organizational strategic goals;
- Competitive monthly salary and bonus system;
- Opportunity to form a sales team;