



VALIANS International is a consulting and operational support company specialising in Central and Eastern European markets. Our head office is in Krakow and our offices and business centres are located in Warsaw, Gdańsk and other major cities across Eastern Europe. With more than 30 multilingual consultants in over 20 countries, we conduct over 150 projects per year across multiple countries and industries. We provide global, and always personalised, operational support for our clients at each stage of their development on Central and Eastern European markets.

As part of our continuous expansion's plans, we are currently looking for a

## **BUSINESS DEVELOPER**

Place of work : Cracow, Poland

### **Your responsibilities :**

- Active leads' animation and qualification: phone, e-mail, LinkedIn
- Mailing, social media and phoning campaigns on preselected targets
- Identification of decision makers, initiation of introductory calls, clear understanding of clients' projects and presentation of proposed solutions, qualification of project maturity followed by recommendations to the Management Team on project scoping and closing
- Preparation of commercial offers, follow-up and support on client's meetings
- Participation in projects' on-boarding with the Project Manager
- Support in animation and optimization of webinars / events / promotion actions

### **Your profile :**

- Clear appetite for permanent new business development: chasing of new opportunities, canvassing, ease of first contact, dynamism.
- Effectively building and maintaining strong, long-term client relationships with integrity, reliability, and maturity
- Aptness to qualify potential leads and focus on highly matured projects – high level of empathy.
- Ability to propose approach plans and prepare commercial offers based on client's first requirements.
- Capacity to manage multiple projects/processes at a time while paying attention to details.
- Good level of reporting and ability to fully interact with Sales Managing Team
- Passionate about international business environment with a specific focus on Eastern Europe
- Master's degree in sales / business management / economy
- Full command of new prospection tools including LinkedIn
- Full command of Microsoft Office
- Very good command of English and French. Polish will be a plus.

### **How to apply ?**

- contract of employment + bonus based on your performance.
- flexible working hours and home office is possible
- exciting position enabling permanent business contacts in different sectors, industries and geographical scopes.
- possibility to support top level decision makers in their international expansion's projects.
- stable position in a young and dynamic multicultural team, with strong emphasis on improvement quality processes and CSR policy

[www.valians-international.com](http://www.valians-international.com)