

Business Development Manager

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Company: Azeus Systems Limited

Location: İstanbul

Category: computer-and-mathematical

Azeus Systems Limited is looking for **Business Development Manager** be part of our growing sales force for our product, **Azeus Convene**. Convene is a meeting and collaboration solution for Boards and Senior Leadership Teams. Convene has already been recognized by reputable institutions across the globe. Our client base has grown exponentially, and we have extended our global footprint in over 100 countries.

Visit azeusconvene.com for more information.

The main responsibilities are:

Provide day-to-day hands-on sales execution, including marketing requirements.

Build key customer relationships, identify business opportunities, negotiate and close business deals.

Manage pre-sales activities through product demonstrations, advising on bid preparation, support with product pricing and realization of business plan targets.

Manage follow-up customer training and product implementation.

The role requires significant interaction with clients/ prospective clients, partners and Azeus personnel which may be face-to-face or using other communications media.

Activities include:

Develop and maintain a Sales Pipeline, including pursuing sales leads and prospective clients within our CRM.

Attend trade shows inter-state (if required).

Deliver customer presentations and proposals and negotiate and close business deals.

Maintain awareness of legislation and best practice.

Provide updates on sales leads to Senior Management.

Experience

Demonstrable Sales experience

Experience in demonstrating products to potential clients, including C-Suite representatives

Ability to work effectively as a team player with multiple stakeholders at all levels of the organization

Requirements

MBA / Degree level education

At least 3 years of experience in selling software/technology to corporate executives

Preferably has experience in selling service / products to listed companies and BSFI

Has worked for a board management solution is a plus

Commercial awareness of mobile and digital products, and Cloud SAAS

Must be willing and able to travel to assigned locations

Must be fluent in English

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