

# Turkey Jobs Expertini®

## Business Development Specialist (B2B)

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Company: Sanction Scanner

Location: İstanbul

Category: other-general

Sanction Scanner is a global fintech solution partner, dedicated to preventing financial crime through innovative technology solutions. Our diverse range of products and services includes identity verification services, KYC/KYB, and anti-money laundering solutions. With over 300 trusted brands as clients, ranging from high-growth fintechs to legacy high street banks, we are at the forefront of the industry.

We are currently seeking a highly motivated and energetic Business Development Specialist to join our team. In this role, you will have the opportunity to generate new business opportunities, qualify leads, and establish relationships with potential clients. You will play a vital role in driving our company's growth and success.

### Requirements

Proven experience in sales or business development, preferably in a B2B software or technology company

Excellent communication and interpersonal skills

Ability to research and identify potential clients and decision-makers

Strong problem-solving skills and ability to overcome objections

Persistence, resilience, and a strong work ethic

Comfortable working with CRM systems and sales tools

## Expectations

Calling new potential clients with the aim of booking new business appointments

Qualifying prospects to a high level to offer the best chance of conversion.

Maintaining CRM system with accurate data

Building and managing a pipeline

Working closely with the Account Management team to identify areas of opportunity.

Researching new potential targets

Following up marketing / networking events

Collating information around objections and competitors

## Benefits

**A Competitive Compensation Package-** NET Salary payment with additional fringe benefits.

**A meal compensation** that is actually enough for a decent & nutritious lunch

**Inclusive Health Benefits** We are here for you with comprehensive support whenever you need it

**Strong Appreciation and Reward Culture** Your impact on Sanction Scanner's growth will be appreciated

**Digital Membership Support-** A balance you can use for your digital memberships.

**Learning never ends!** Training budget to help you grow in your role, gain new skills, and learn new things!

**No Dress Code** Dress as you like.

**Dream Team.** Be a part of great team and grow together

**Software support.** Subscription to any software you might need to perform at your best

**Experience an international work environment** that fosters positive energy through a caring team.

**Be a part of shaping the future of Sanction Scamper** by joining our innovative creators.

We provide equal opportunity to all, we do not discriminate based on gender, sexual orientation, disabilities, religion, or social origin.

If you are interested in this job, you can apply via LinkedIn with an updated CV.

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