

Turkey Jobs Expertini®

Business Development

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Company: Saphunt

Location: Turkey

Category: other-general

The Offer

Flexible working options

Dynamic Work culture

A role that offers a breadth of learning opportunities

The Job

Job Summary:

We are seeking an ambitious and self-motivated Business Development Intern to join our team. The successful candidate will play a crucial role in identifying, developing, and maintaining business relationships with new and existing clients. As an intern, you will gain valuable experience in sales, marketing, and customer service while working closely with our experienced Business Development team.

You will be responsible for :

Conduct market research and identify potential clients

Communicate with potential clients via phone, email, and other channels

Schedule and attend meetings with potential clients to present our services

Follow up with clients to ensure their satisfaction and maintain long-term relationships

Assist the Business Development team with various tasks such as creating proposals, conducting analyses, and preparing presentations

Collaborate with the Marketing team to develop and implement strategies for lead generation and conversion

Keep track of sales data and report on performance metrics

Attend company events and participate in networking activities

The Profile

Completed Bachelor's degree, (students pursuing their degree are also welcome to apply)

Strong communication and interpersonal skills

Ability to work independently and as part of a team

Good organisational and time management skills

Proficient in Microsoft Office Suite (especially Excel and PowerPoint)

Positive attitude and willingness to learn

Prior experience in sales, marketing, or customer service is a plus

The Employer

Our client is an IT and Strategic Consulting Company that provides tailored solutions to businesses across IT, Business, Marketing, and Legal domains for 30+ industries.

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