

Business Development Manager

Position based in Oulu- Finland

Finetyx is a fast growing High Tech Business Process Outsourcing company based in Oulu since 2011, we provide Outsourced Sales services to Finnish and Foreign Companies in the fields of High Technology (Medical, ICT, Telecom, Security, and Industrial) to accelerate their sales in our focus Markets

(Middle East – North Africa – French Speaking Countries).

We help as well foreign companies to integrate Scandinavian Markets.

ESSENTIAL FUNCTIONS:

- Achieve sales activities and performance objectives
- Develop Sales Strategy & Business Pipeline
- Identify and evaluate new sales leads and prospects; conduct prospecting meetings, identify key decision makers and qualify potential customers in Finland and abroad.
- Promote and sell our BPO SERVICES
- Negotiate skilfully in tough situations; be direct and forceful as well as diplomatic
- Develop and deliver sales presentations to prospective customers
- Conduct customer analysis to identify customer needs, determine the impact of products/services on customers, and identify which services and features to promote products of potential customers
- Partner with Marketing, Inside Sales and other key internal customers to ensure a positive customer experience
- Prepare periodic sales reports indicating key metrics identified by company

Position Requirements:

- Bachelor degree Business Administration / International Business
- Or Bachelor Degree in Business Information Technology
- Minimum 2 Years previous experience in High Tech Sales
- Good Communication Skills (Finnish- English)
- Willing to Travel inside Finland & abroad
- High level Ms Office 2013 Skills

Email resume to: contact@finetyx.com Reference: Business Development Manager