

Sr. Business Development Manager

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Company: Silverdaletech

Location: , , Pakistan

Category: other-general

We are seeking a Sr. Business Development Manager to join our sales team. The senior role is responsible for building a long-term sales pipeline, engaging new clients, and moving them through the sales pipeline including presenting Silverdale products and value, growing a long-term pipeline, and closing sales. You will be expected to manage an ongoing pipeline, forecast sales, set and attain monthly sales and appointment goals, assist with hiring and training new sales associates, and mentoring junior sales team members. After Silverdale product training, you will be expected to independently lead sales calls and presentations and assist junior sales team members in presentations and closing sales. As a Sr. Business Development Manager, you will become knowledgeable about all Silverdale products and be able to discuss and offer guidance to new clients on the best solutions for their needs. You will be expected to uphold and exemplify all company Tenets and mentor others to align with these principles.

RESPONSIBILITIES

- Contact opportunities through phone calls to discuss needs
- Follow up with warm leads through phone and email
- Identify and understand client pain points
- Apply Silverdale solutions effectively to client questions and issues
- Lead and participate in sales calls and product demos
- Guide prospects through the sales process from start to end
- Be the expert on Silverdale and Silverdale products
- Maintain up-to-date information on leads and pipeline
- Prepare sales quotes and negotiate pricing
- Embrace and work within Silverdale processes and culture
- Mentor Junior Sales Associates to increase skills and performance
- Assist with hiring and training new sales team members

DESIRED SKILLS AND EXPERIENCE

- Bachelor's Degree or equivalent
- Sales or call center experience
- Sales team lead or management experience
- Lead and pipeline

managementAbility to build a long term pipelineExtensive experience closing sales opportunitiesSoftware knowledgeis an advantageOdoosales experience or knowledge is an advantageExcellent spoken and written EnglishskillsPersonal Attributes:EthicalCredibleCompetitiveProfessionalPersistentAble to multi-taskComfortable interacting with clients and senior leadershipAble to initiate phone calls and conversations easilyYou will be required to engage with leads on the phone daily.Follow up with interested opportunities.Within three months be able to confidently present Silverdale solutions to interested clients.Manage an active pipeline to close sales.You will be signing a Bond for 2 Years at least, which is renewable as and when required.As the majority of clients are in the US, you will be required to work on US hours.WHO WE ARESilverdale Tech is a privately held global process and technology company. With our Head Office based in the USA, we provide business process consulting and technology services through the Odoo ERP platform. We are driven by our mission statement to connect people and processes through great technology.WHY JOIN THE SILVERDALE TECH TEAMWe are as fanatical about our Silverdale Tech family aswe are our Clients. We are a team in every sense of the word. Everyone here is approachable and excited to pitch in and help. We work hard and play hard. The right candidate is easy to get along with, always willing to lend a hand, excited about coming to work, and happy to contribute to the team.Customer RelationshipPersonal EvolutionAutonomyAdministrative WorkTechnical ExpertiseResponsibilitiesLead the entire sales cycleAchieve monthly sales objectivesQualify the customer needsNegotiate and contractMaster demos of our softwareMust HaveBachelor Degree or HigherPassion for software productsHighly creative and autonomousNice to haveExperience in writing online contentAdditional languagesStrong analytical skillsWhat's great in the job?Great team of smart people, in a friendly and open cultureNo dumb managers, no stupid tools to use, no rigid working hoursNo waste of time in enterprise processes, real responsibilities and autonomyExpand your knowledge of various business industriesCreate content that will help our users on a daily basisReal responsibilities and challenges in a fast evolving companyEach employee has a chance to see the impact of his work.You can make a real contribution to the success of the company.Several activities are often organized all over the year, such as weeklysports sessions, team building events, monthly drink, and much moreA full-time positionAttractive salary package.

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