

Business Development Manager

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Company: Exely

Location: Yogyakarta

Category: other-general

Exely is a global IT company specialising in online solutions and websites for the hotel industry. We help hoteliers increase their direct sales and automate operations. With a client base of over 3500 properties from 56 countries, ranging from small hotels to large resorts, we are committed to delivering exceptional customer service and support. Our distributed team works from 20 countries in APAC and EMEA regions and speaks 35+ languages providing an exceptional possibility to share global exchange experience.

The job in a nut-shell

As a Business Development Manager at Exely, you will be responsible for identifying potential B2B clients (hoteliers), making cold calls, developing relationships, and closing deals. In addition, you will work closely with our marketing team to develop effective sales strategies and campaigns. The ideal candidate should have excellent communication and negotiation skills, as well as a strong ability to build and maintain relationships with clients. Please note that this position doesn't require work from the office, **80% of working time you'll spend on field work** visiting clients, identifying their needs, making presentations.

What you will do for your first 60 days

Successfully pass product knowledge trainings in after 02 weeks;

Identify and research potential clients to build a strong pipeline;

Reach out to prospects via cold calls and meetings (door-to-door, online, etc.) to generate 50-60 warm leads/month;

Track and report on lead generation and outreach activities on CRM (Bitrix);

What you will do for your first 90 days

Conduct at least 03 meetings/week and product presentations with clients;

Close deals with clients, sign contracts with hotels;

As a Business Development Manager, you will also

Take part in all events for hoteliers as Exely's representative;

Go on business trips;

Manage strong, long-term relationships with existing clients;

Search for new clients and acquire new clients.

Requirements

Proven experience as a Sales or in a similar sales role;

Located in Yogyakarta, Indonesia;

Excellent communication and negotiation skills in English and Indonesian Bahasa;

Strong ability to build and maintain relationships with clients;

Ability to work independently and as part of a team;

Self-motivated and results-driven;

Knowledge of software solutions and the ability to understand clients' needs;

Proficiency in CRM software and MS Office;

Ability to travel for client meetings.

Benefits

Competitive salary based on experience;

Commissions depend on the number of new clients and sales volume;

Great room for growth within the company;

Fast-paced, ever-growing start-up environment with full support from the established international team;

Medical insurance after probation period (3 months);

Corporate mobile phone after the end of first month;

Corporate laptop after the end of probation period;

Business trips.

If you're interested in this position, please send us your CV with a brief self-introduction story and we'll get back to you shortly.

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