

Business Development Manager Public Sector

Intracom Bulgaria is currently looking for a Business Development Manager for Public Sector to join the Sales team. Focused purely on new business, the Business Development Manager for Public Sector will exploit his/her exceptional sales skills to produce effective and successful results in collaboration with parent's company sales professionals.

We require an experienced Business Sales professional to develop the Public sales pipeline and we are looking for an individual who can demonstrate a dynamic approach to generating revenues within the sector.

With at least 5 years' experience, you will be a solution sales individual and a confident communicator, able to position company's sales portfolio within the public sector customers'. You will have a mature understanding of how public customers buy professional services in the sector with a working knowledge of Bulgarian government and state authorities' frameworks.

Main responsibilities

- Identify opportunities and follow leads to establish customer base in the Public sector
- Actively participate in public procurement tenders providing accurate documentation
- Develop account plans and action steps for the public accounts
- Be a subject matter expert and deliver consultative advice, best practice and industry updates
- Meet / exceed agreed new contracts and revenue targets
- Regular reporting to Sales Department Head to achieve department's established targets
- Report monthly to the Executive Director on activity and account progression

Skills and Requirements

- Proven sales experience and successful track record in the Public sector, min 5 years
- Successful new business development history across multiple market segments
- The ability meeting sales goals and action plans
- Excellent communication skills to all levels
- Very good verbal and written English
- In-person sales presentations
- Technical University or Economy Graduate
- Motivation for Sales

If you feel comfort with the position Business Development Manager for Public sector and you are now looking for your next opportunity, please apply within and attach a copy of your up to date CV and send it to kalina.pavlova@intracombg.com