

JCurve Solutions is looking for a Business Development Associate in Philippines

Who is JCurve Solutions

Jcurve works collaboratively with ambitious organisations to drive growth through the effective use of technology. Serving as a trusted guide in an on-demand world, we help build growing and resilient organisations to withstand market disruption.

Role Summary

The Business Development Associate (BDA) role is a specialized role that has a direct impact on the success of JCurve Solutions. The role will support the Business Development Managers (BDM) by undertaking admin, coordinating and optimizing the use of the BDMs time. In addition, the role will drive appointments into the diaries of the BDM's and other tasks that support a BDM model by ensuring that pipeline and activities are optimized by doing research, phone calls and emails, which will be measured through clearly defined metrics that are geared around hitting sales targets.

Role Description

- Respond to and qualify inbound leads, make outbound calls, attend events and generate new sales opportunities for the BDM team.
- Be the first point of contact of all leads (from both inbound and outbound prospecting) and pass qualified leads to the BDM team.
- The BDA acts as a layer between the marketing and sales teams; handling the first contact with prospective clients and engaging in marketing activities and campaigns in order to build relationships.
- Take leads from a marketing campaign and qualify them through discovery of opportunity and afterwards setting sales appointment when relevant and maintaining the follow up until a quote is delivered.
- Use LinkedIn as a tool to build targeted prospecting lists based on similar customer success stories and complete outbound activities to target these businesses.
- Facilitate business conversations with organizations by helping to develop a strong relationship with potential customers and partners.
- Do an initial discussion with potential partners to get quality leads (e.g., previous colleague, IT professionals, etc.).
- Initiate business conversations with organizations and develop a strong relationship with potential customers and partners.
- Work with BDM to optimize their time.
- Make sure all metrics and CRM are updated daily and report back when not done.
- Coordinate all events, pull all cards in post event, update CRM and chase up all nurture's tasks.
- Coordinate all LinkedIn tasks for rep and support as much as you can.
- Coordinate research pre meeting and post MQL lead coming in.
- In qualifying the leads, the BDA captures as much information about the lead as they can and records this in the CRM to share with the BDM.
- Manage the CRM database to ensure lists are up to date and increasing month-on-month.
- Ensure performance targets and KPIs are met daily, weekly, and monthly based around the BDA model and optimizing BDM.
- Actively contribute to the successful achievement of the marketing and sales team's goals and objectives.
- Live by, communicate and execute the company values.
- Assist in marketing campaigns and sales activities as required.
- Participate in sales and marketing meetings, local trade shows, and vendor training in To collaborate with the BDMs and Marketing for any marketing order to maintain up to date knowledge of current technology.

Skills and Attributes

- Strong Administration skills
- Good communication skills in spoken and written English
- Passion for social media
- LinkedIn User (Preferred)
- Call Centre, Software or Business Solutions skills,
- Knows ERP (Preferred)
- Telemarketer (Optional)
- Tertiary qualifications (or similar) in sales, marketing, Accounting, and/or commerce
- Must be a good communicator and can interact and communicate with individuals no matter their levels in the organization
- Ability to prioritize assignments at work
- Strong PC skills: A fair and basic knowledge of how to use the computer system and its basic application and system
- Effective time management skills with the ability to manage time effectively and work independently
- Must possess the ability to work with and in a team.
- Ability to listen and pay attention
- Must have the ability to be flexible and perform multiple task at a time
- Must possess the ability to work under pressure and still meet up with deadlines
- Creative thinker: must have the ability to think effectively,
- develop ideas and provide solutions to problems as they arise
- Problem Solver: Must be able to effectively resolve problems
- Must be highly enthusiastic and committed to excellence
- Possession of strong interpersonal skills
- Must be self-motivated
- Willing to learn

Key Relationships

- Reporting Manager
- In-Direct report to the CGO of JCurve Solutions
- Operational report to the assigned BDM / Regional Exec / CMO
- Work with the marketing team to develop tactical campaigns to support the growth of the sales pipeline of opportunities
- Communicates with channel partners (referral and 3rd party solution providers) to source new ways of reaching potential JCS customers.
- Work with Sales teams to:
 - Identify new potential ideal customers to target.
 - Generate qualified leads and opportunities to support pipeline generation.Ensure monthly sales targets are achieved.

How to apply

Send your resume, a short introduction and the details of the position or area for which you're applying to hr@jcurvesolutions.com. We can't wait to hear from you!