

Business Development Manager

The role of the Business Development Manager will be of high importance for the smooth operation of the Business development and sales teams. The BD Manager will orchestrate all channels that are providing the company with business opportunities as well as coordinate the teammates who are organizing the workflow in the different business development streams. We expect a proactive approach toward finding new business opportunities as well as leading the team, coaching them for better results, and building a KPI system to manage performance. The BD Manager will be responsible for filtering the business inquiries and prioritizing them to be processed by the sales team. The role will work cross-functionally with the operations team, Project managers, Vendor Manager, and Marketing Manager and will report directly to the CEO of the company.



London Basel Sofia

The Company

OVER 10 YEARS OF EXPERIENCE IN DIGITAL HEALTH

At **BGO software** we make health digital by empowering our customers to deliver their digital health products and solutions through our premium services.

Our History

Started as a boutique IT company in 2008, in less than 3 years we grew to become a leading IT company with 100+ employees, serving clients from around the globe across several verticals. After more than 12 years of experience within the healthcare industry, we set our main direction. Today, **BGO Software** is the **digital health lab** that aims to improve and **save lives today through technology**.

Our expertise & services

We have extensive background in the development of clinical research systems, eHealth solutions (web and mobile health applications) and GMP-validated systems for pharmaceutical & biotech companies.

Our people

Our culture is defined by our people. We are an innovation team that values mutual trust, creativity, systems thinking, agility, and adaptability. We are creating a movement in the IT industry so that more people choose the professional path toward saving and improving lives through technology.



WE WILL TRUST YOU WITH

Acquisition of new clients – corporate and SMEs

Ownership over the communication with external sales agents and helping them target new clients

Training for sales executives

Management over how are incoming requests handled by the sales team - inbound sales and marketing channels /mail, website, social networks, word of mouth, personal recommendations/

Continuously measure and report metrics of the sales team

Work closely with Project Managers to identify opportunities to extend the business relationships with existing customers

Seek opportunities to utilize the networks of key clients

Recruitment of new members of the sales team

TPN management



REQUIREMENTS

Bachelor's degree in Business, Marketing, or related field – is a plus, yet not mandatory



5+ years of experience in Business development in the IT sector



Excellent verbal and written English language



Strong communication, sales, negotiation, persuasion and relationship-building skills are a must and will be tested



Team management, KPIs, goal-oriented

Ability to manage multiple projects and prioritize tasks in a fast-paced environment



Familiarity with sales management tools and CRM is a must



Knowledge in SDLC

Willingness and ability to travel for frequent meetings with existing and potential clients and attend industry events



Understanding of the digital health industry is a strong advantage, yet not mandatory



Our benefits for you



Professional growth and learning as well as personal development



Flexible working hours and Work-Life Balance of extraordinary importance



Additional health insurance with dental insurance, and psychological support



22-25 annual paid leave.
Remote, hybrid or office work mode



Multisport card reimbursements



Learning organization by design, knowledge sharing through internal trainings from the best professionals



Bonuses for your special day – b-day, wedding, baby on board, and many more