**Business Development Entry Level – Supply Chain**

Date: 27 May 2021

City: Montevideo, UY

Company: Bizbrain Technologies

Employment Type: Full Time

Work Area: Sales & Business Development

**Company Description**

Bizbrain Technologies started in 2013 by ex-SAP Supply chain directors with a desire to do service supply chain complexities for global customers. Together, over the past 8 years they have successfully evolved to a team of 100+ people around the world – delivering supply chain planning solutions to customers on around the clock.

**Role Description**

* Generate Volume Business Pipeline - drive proactive outbound campaign activity into net new / Install Based contacts
* Identify the perfect persona in the customer landscape for supply chain services
* Plan campaign strategy and action plan in alignment with company goals.
* Drive net new leads and opportunities for further qualification.
* Nurture and Accelerate opportunities already in pipeline.
* Work with Presales, Solutions & Management team to drive the account to successful closure.
* Triage any opportunities that may not be ready to progress for opportunity nurture or downgrade to lead nurture process.
* Support follow up on aging/stagnant leads and help to identify opportunities to re-energize back into an active sales cycle
* Drive ongoing nurturing of opportunities expected to enter active sales cycles in 6-12 months out as agreed with management
* Maintain a healthy CRM system.
* Meet ambitious demand generation Monthly / Quarterly targets

**Work Experience**

* 0-2 years of relevant Inside Sales/ Demand Generation experience for SAP services in the US market.
* Familiarity with Supply chain domain, preferred.
* Excellent at written and oral communication - Business level English is a must.
* Hands on experience with Microsoft tools – Excel and Power Point
* Graduate with marketing specialization preferred.