

## Business Developer

Do you want to work for a market-leading company?

In 2018 translate plus was ranked by leading industry analyst Common Sense Advisory as the fastest-growing language service provider in the world. We are part of Prodigious, Publicis Groupe's cross-media production platform. Prodigious brings together specialist production expertise in video, digital and print, producing and delivering brand content across all channels for top global brands.

We are very proud to be part of this group and we are now recruiting to continue the growth of our company even further, by adding exciting new positions to our Bulgarian office. We are located in central Sofia (very close to the Mall of Sofia) and we support clients across Europe and also worldwide.

**We are now looking for an enthusiastic and proactive Business Developer**

### Key responsibilities include:

- Making telephone sales calls to new customers
- Providing an exceptional service over the phone and via e-mail, generating leads with new prospects and building relationships
- Identifying suitable buyers and new key accounts via professional platforms, research and tradeshows
- Meeting potential customers face-to-face and setting up conference calls to discuss requirements in depth
- Maintaining an up to date record of activity on the database, setting follow-up calls, meetings, conference calls and demos to drive the sales process and achieve sales targets
- Discussing costs and quoting decisions with prospects and customers
- Upselling additional services and translate plus' state-of-the-art technology solutions to streamline workflows
- Preparing proposals and tender responses
- Assisting our Marketing team in creating marketing campaigns (e-mail shots, physical mail shots, etc.)
- General administrative tasks

### Skills and experience required for a Business Consultant:

- Strong oral and written English skills
- Proven experience of working in a B2B sales environment
- Proven cold calling experience
- Consultative selling experience
- Meeting and presentation experience
- The ability to meet targets



- Enjoying making money!
- Excellent computer literacy
- Taking pride in delivering a high-quality service
- Hard-working, self-motivated and an interest in career progression

It would be a bonus, but not a must, if you have one or more of the following criteria:

- Experience from a similar role
- Experience from within the language sector

#### What we offer:

- Career progression possibilities
- Trainings tailored to your needs
- Flexi-time
- Holiday increase
- Weekly fruit and drinks deliveries and monthly breakfast
- Game nights, teambuilding and parties

If you can't wait to become the next member of our successful team, please contact us now – send your CV at [SofiaCareers@translateplus.com](mailto:SofiaCareers@translateplus.com)



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