
Job: Business Development Manager

Position : Business Development Manager
Mode : Online
Contract : Negotiable
Start : March 2023
Desk : Santiago, Chile
Application : LinkedIn ([link](#))
Questions : recruitment@politicotechglobal.com

Position details

The Business Development Manager's main responsibility will be to develop a method to seek, contact and follow-up with potential clients. They will be tasked with implementing this system and will report directly to the CEO (Chief Executive Officer) and the COO (Chief Operating Officer). The successful candidate will coordinate the implementation with the Sales team. Otherwise, the Business Development Manager will contribute to the analysis of existing systems and market trends.

The ideal candidate

- Has training in Business Administration, Economics, Marketing or another related field
 - Is available to commit for a minimum internship duration of three months
 - Has excellent command of English and Spanish and willingness to learn a third language
 - Understands how to improve the Company's brand recognition and financial growth
 - Is able to gather information on market trends and potential clients
 - Has working knowledge on, and is able to manage, the end-to-end sales process
 - Is willing to work in a multidisciplinary, multicultural and international team
-

Work examples

- Preparing regular internal SWOT analysis reports (strengths, weaknesses, opportunities, and threats)
- Reporting on the current state of the overall industry and growth projections
- Understanding and reporting competitor developments
- Developing a system to process primary sources of sales/revenues
- Creating customer profiles
- Finding new and unexplored market opportunities
- Identifying new domains/products/sectors eligible for business expansion
- Defining the long-term view, especially with regards to the initiatives being proposed
- Advising on the cost areas and the possible options for cost-savings

What we offer

The opportunity to join a small, autonomous team within a fast-growing company, and to participate in the selection and implementation of new technologies and internal processes. We also offer the opportunity to interact with established actors in the industry, and the opportunity to advance your career within the company. Finally, we also offer the chance to participate in multidisciplinary task groups that operate across cultures and borders in several different languages.

Application instructions

If you are interested, please apply via LinkedIn. This is the [link](#). You will be asked to provide the following information:

- Updated Curriculum Vitae (PDF) in English or Spanish
- Motivation letter (no more than one page)
- Contact information for two references

For questions, please do not hesitate to contact us at: recruitment@politicotechglobal.com.

About the PTG

Politico Tech Global is a company dedicated to simplifying the analysis of complex political environments, seeking to bring to the client an analysis about who holds power, how they manage it and how they will earn it tomorrow. We interpret the incentives of key political players and decipher data trends to bring our clients reports and other instruments to be able to bring necessary clarity in the short, medium and long term to enhance the decision-making process. We operate at the global level. Visit our website for more information: <https://politicotechglobal.com>.

Equal Opportunity

It is Politico Tech Global policy to provide equal employment opportunity to all qualified individuals without regard to race, color, religion, national origin, gender, age or any other characteristic protected by local laws and regulations.

Resources

Website : <https://politicotechglobal.com>
LinkedIn : <https://www.linkedin.com/company/politico-tech-global/>
Twitter : https://twitter.com/ptg_network