

Business Development Manager

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Company: Ubiquity Media

Location: Philippines

Category: other-general

About Us:

Ubiquity Media is a results-driven digital marketing agency, specializing in paid advertising and retention strategies. Our expertise lies in delivering measurable outcomes through data-driven campaigns. As a rapidly expanding agency, we are looking for dedicated team members to join us on the journey!

Core Tasks:

Proactively seek new business opportunities, particularly in the digital marketing space

Qualify leads and contact potential clients through cold calls, emails, etc.

Collaborating with the sales team to identify and convert prospect clients

Developing and implementing email campaigns to attract new leads

Build long-term trusting relationships with clients

Work closely and report to the CEO all updates related to sales

Stay up-to-date with new products/services and new pricing/payment plans

Qualifications:

Minimum of 3 years of experience in sales or business development setting

Possess prospecting skills to break into new accounts and territories

Ability to conduct research in a resourceful manner of contact info of prospects

Hands-on experience with multiple sales techniques

With excellent communication and negotiation skills

Ability to deliver engaging sales presentations

Track record of achieving sales quotas

Amenable to working on Pacific Standard Time zone

Experience in E-commerce is a plus

Digital marketing industry experience

Any CRM software experience

Experience handling own team (sales)

Job Types: Full-time, Permanent

Salary: Starting at 50,000 PHP / Month (with uncapped commission)

Benefits:

Additional leave

Health insurance

Opportunities for promotion

Pay raise

Work from home

Schedule:

8-hour shift

Tuesday- Saturday

Supplemental pay types:

13th month salary

Commission pay

Performance bonus

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