

lemonads®

Business Developer Representative Permanent Contract 100% Lisbon, Portugal

COMPANY

lemonads is a Start-Up which plays a major role in the acquisition and monetization of digital traffic. As a fast-growing group, **lemonads** has clients all over the world, and offices in Switzerland, Luxembourg, Portugal and Spain.

Human beings and innovation are at the heart of each of our decisions. By joining **lemonads**, you will join a dynamic team, passionate, and united by one common goal that drives us: being the market leader!

If you like the technological environment and want to evolve in an ambitious worldwide company, join our team and become our new partner!

ROLE

This position is based in Lisbon. You will be part of the Business Development team of **lemonads**. You will be the first link in the commercial chain and you will work in relation with the Sales department. Your missions will be :

- Identify and qualify high quality leads
- Contact potential clients through cold calls and emails
- Identify client needs and suggest appropriate services
- Proactively seek new business opportunities
- Set up meetings or calls between clients and the Sales Team
- Update on a daily basis the status of the leads on the company's CRM.
- Report to the CRO the weekly or monthly results
- Build and maintain an excellent relationship with your Team members.

PROFILE

- You have a first successful experience as a Business development Representative
- You are familiar with all the Office Pack
- You have a good understanding of sales performance metrics
- You have an excellent communication, negotiation and writing skills
- You have an excellent ability to deliver engaging presentations (ppt. & media kit)
- You are fluent in English. If you speak french or another language it's a plus
- You are comfortable at dealing with people

- You are autonomous and demanding with yourself
- You can work under pressure and keep a positive attitude
- You want to work on an ambitious project

To summarise:

- Sector: Digital Marketing
- Function: Business Developer Representative
- Type of contract: Permanent 100%
- Location: Lisbon, Portugal
- Working language: English
- Availability: February 2021
- Remuneration: According to profile and experience

To apply, please send your resume and your cover letter to job@lemonads.com with the tag "BDR ADS Lisbon".