

Business Development Manager

Number of Posts: 2

Contract Type: indefinite

Job description:

Croftz is the fastest-growing RegTech firm in Europe and the UK building the most innovative compliance, risk and reporting platform and providing other KYC / due diligence solutions.

We are looking for a Business Development Manager to implement and drive the entire sales cycle across Europe, UK and middle east.

Responsibilities:

- ✓ Develop and implement effective sales strategies
- ✓ Own the entire sales cycle - from lead generation to close
- ✓ Negotiate and close agreements with customers of all sizes
- ✓ Manage relationships with existing clients
- ✓ Monitor and analyse performance metrics and suggest improvements
- ✓ Prepare monthly, quarterly and annual sales forecasts
- ✓ Provide timely and effective solutions aligned with clients' needs
- ✓ Liaise with Sr. stakeholders to ensure brand consistency

Requirements:

Personal Requirements:

- A proven track record of success in sales
- Minimum 5 years' experience in selling a SaaS solution
- Excellent communication, negotiation and organisational skills
- Proficiency in Microsoft Office and CRM software
- Understanding of Onboarding, Compliance solution
- A customer-oriented mindset
- Understanding of sales performance metrics

Experience Requirement:

- 3-4 years Protractor or Mocha or Chai or Jest or Puppeteer or Cypress
- 5 Years – JavaScript
- 3-5 Years - UI automation
- 3-5 Years Web driver I/O
- 3-5 years API testing

Qualifications Requirement:

Minimum Bachelor's degree in Sales & Marketing, MBA (preferable).

Other:

Application received from candidate based in Malta or EU/EEA would be preferred and who can join immediately or willing to relocate to Malta from EU/EEA without any work permit sponsorship

Training provided: On the job and periodic based on skill requirement

Any assistance with accommodation/relocation:

- Relocation support for candidates based in EU/EEA who do not require a work permit in Malta
- Work permit sponsorship for non-EU candidates currently based in Malta physically

Salary: Eur 50.000 per year

How will the interviews be held:

- Selected candidates will go through initial screening / interview
- Shortlisted candidates will go through a technical assessment and final interview followed by a final decision and offer.

To apply:

Please send Letter + CV in English by email to eures.recruitment.jobsplus@gov.mt copia a pcpmixto.eures@sepe.es quoting the name of the vacancy **business Development** and the vacancy reference **408061** in the covering email.

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Planes Específicos de Movilidad de EURES en los que participa España (Targeted Mobility Scheme -

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Para más información contacta con el/la Consejero/a EURES de tu provincia:

https://www.sepe.es/contenidos/personas/encontrar_empleo/encontrar_empleo_europa/consejeros.html