

LIFE  
IS  
HARD

We are a software company, specialized in providing high quality software applications and complete IT solutions, in various activity sectors: finance, medical, construction and architecture, services.

We made it our mission to make life better!

IF  
CODE  
IS YOUR  
POETRY  
THEN  
VISIT  
LIFEISHARD.RO

Join our team on the position of:

## **BUSINESS DEVELOPER**

EOKEY.RO PRODUCT

### **JOB**

#### **RESPONSABILITIES**

- Identify potential clients in the target market and complete appropriate research on the prospective client's business and equipment needs
- Develop relationships with prospective clients, while maintaining existing client relationships
- Partner with sales teams to create contract-winning proposals for current and prospective clients
- Collaborate with design and production teams to ensure contracted product specifications are executed on-time and as agreed
- Become a subject matter expert on our business products, processes and operations, and remain up-to-date on industry news
- Attending initial sales meetings and meeting the client
- Communicating new product developments to prospective clients
- Executing sales objectives
- Creating sales pitches
- Providing management with feedback
- You will have individual responsibility for new business, and are expected to self manage. Support is available by the managing directors for complex large pitches and strategies

office@lifeishard.ro  
www.lifeishard.ro

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**WORK SOFT**



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**JOB  
REQUIREMENTS:**

- Bachelor Degree in Computer Science/Economics or related field.
- Strong communication, coordination, and negotiation skills both oral and written.
- Experience in working directly with customers
- Entrepreneurial skills and passion for business sector
- Over 3 years professional sales experience in software/hardware/telecommunications
- Very good knowledge of business analysis practices and techniques.
- Excellent planning and prioritizing skills
- Highly motivated and results oriented personality

**WHAT WE OFFER:**

- **Working on products not on outsourcing projects**
- Working in a very dynamic company
- Competitive salary
- Flexible working hours
- Opportunity to establish valuable career contacts
- Complex package of benefits

**Send your  
resume to:**  
[work@lifeishard.ro](mailto:work@lifeishard.ro)

office@lifeishard.ro  
www.lifeishard.ro

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