

**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 UNIT MANAGER

(www.24broker.ro)

Key role focused on connecting technical project management and business development for a leading software provider for insurance brokers.

JOB RESPONSIBILITIES

- Incorporate policies and procedures of the company in business unit operations
- Developing business management goals and objectives that tend to growth and prosperity
- Identify and map business strengths and customer needs
- Build effective relationship with the clients to maintain good revenue increase for the organization; presenting business ideas to clients
- Communicate new product developments to prospective clients
- Prospect for potential new local and international clients and develop the business portfolio
- Identify potential clients, and establish relationships with key individuals from the organizations
- Monitor and review company's project activities and

office@lifeishard.ro
www.lifeishard.ro

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WORK SOFT



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ensure that they are brought to completion within scheduled period and budget

- Provide effective management to organization's business activities that have to do with its strategic and financial growth
- Performance management
- Motivating employees to exceed expected goals
- Coordinating with executives, department heads, etc. to align goals, make improvements, and strategize
- Coordinate the entire department (i.e.: marketing team, sales team, technical team) in order to develop plans for launching of new products

JOB REQUIREMENTS:

- Bachelor's degree in business administration or in any related field
- 8+ years of experience in managing commercial projects/ technical sales/software/ assurance projects
- 3+ years of experience working in technical project management
- Experience working to and exceeding targets
- Ability to identify new opportunities and exploit them to the benefit of the company
- Strong marketing skills
- Strong persuasion and negotiation skills
- Excellent organizational and leadership skills
- Creative thinking: ability to develop and create new ideas, systems, and relationships for the success of the company
- Decision making skills: ability to analyze information and evaluate results in order to make the best decision in



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solving problems Planning skills: ability to develop specific plans and goals to help in accomplishing tasks efficiently

- Motivating skills: able to encourage and build team spirit among staff, bringing about mutual respect and cooperation

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**

LIFE IS HARD S.A. is an equal opportunity employer. Qualified applicants will be considered without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, sex.

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