



We are a technology company listed on the Bucharest Stock Exchange and specialized in digital transformation of businesses and communities.

We integrate the skills needed to provide access to the digital economy. Team agility and human-friendly solutions are the ingredients for transforming ITC complexity into simplicity for our partners.

We made it our mission to make life simpler

Join our team on the position of:

BUSINESS DEVELOPER

The Type of Colleague We're Looking For

We are looking for team players who are not only technically proficient, but also demonstrate the following qualities:

1. **Continuous development:** to embrace the concept of learning and becoming better day by day. Personal achievements give us energy and inspire our growth together.
2. **Responsibility:** to get involved courageously and to be the one who presses the start button whenever you see an opportunity.
3. **Agility:** being able to look into the future and search for the solution that will take us further.

What will your responsibilities look like?

- Identify the new business opportunities by performing market research
- Analyze and create strategies for pursuing new sales opportunities
- Create and improve proposals for our company's existing and new clients
- Constantly analyze the risk and benefits in order to improve marketing and sales strategies
- Identify and contact business partners in order to propose potential business offers
- Determine client's business requirements and whether the products being considered are suitable
- Communicate new product developments to prospective clients
- Constantly improve marketing and sales knowledge (reading new articles, attending marketing events and conferences)
- Improve the company's reputation by adding value to products and services

What abilities will you need?

- Bachelor Degree in Economic Science, preferably Finance and Banking /Insurance
- Minimum 5 years professional sales experience in business (B2B)

LIFE IS HARD SA

C.I.F. RO 16336490 | J12/1403/2004
Strada A. Iancu, nr. 500, et. 1, 407280, Florești, Romania
T: +40 735 311 564 | F: +40 378 107 275
E: office@lifeishard.ro | www.lifeishard.ro





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- Professional sales experience in software/telecommunications (CRM/ERP software)
- Excellent written and oral communications skills in both Romanian and English
- Willingness to national travel for work purposes
- Driving license category B
- Strong communication, coordination and negotiation skills
- Excellent organization/time management skills
- Highly motivated and results oriented personality
- Strong desire to learn and grow professionally

Do you also have these qualities?

WHAT WE OFFER:

- Working in a very dynamic environment
- Competitive salary package
- Opportunity to great professional advancement
- Opportunity to establish valuable career contacts
- Complex package of benefits

Send your CV 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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