



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 better

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 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 and 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

### 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





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 better

#### What abilities will you need?

- Over 3 years professional sales experience in software/ hardware/ telecommunications
- Experience in working directly with customers
- Entrepreneurial skills and passion for business sector
- Very good knowledge of business analysis practices and techniques
- Bachelor Degree in Computer Science/Economics or related field.

#### Do you also have these qualities?

- Excellent planning and prioritizing skills
- Strong communication, coordination, and negotiation skills both oral and written.
- Highly motivated and results oriented personality

#### Curious about what we offer?

- Competitive salary
- Flexible working hours
- Opportunity to establish valuable career contacts
- Complete package of benefits
- We are building the future of digital insurance, for a safer tomorrow
- We use technology to enable better experiences when people need support the most
- We create **products** by focusing on outcomes, not outputs
- We are a diverse group of people having each other's back

#### Send your CV to [work@lifeishard.ro](mailto: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.

#### 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](mailto:office@lifeishard.ro) | [www.lifeishard.ro](http://www.lifeishard.ro)

