

## Junior Business Developer

City: Cluj-Napoca

Recruiter name: Marusteri Georgiana  
Cosmina (ERNI)

Role: Junior

Recruiter email:  
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### Description

We are in search of young, dynamic, ambitious and driven individuals who will be part of our Business Development Team. They will have the responsibility to generate revenue by identifying, developing and managing new business relationship for the company. Millennials, both fresh graduates and those with some work experience, are welcome to apply.

### Responsibilities

- Generate new business from new clients
- Prepare and conduct sales introductions and services presentations
- Develop plans for new customers, offering services and solutions
- Study target markets and create a plan to penetrate target markets
- Act as liaison officer, attend industry events and conferences and be updated on current market trends.
- Develop relationship with clients to understand their needs and provide quality service
- Other adhoc tasks assigned
- Generate new client leads from existing contacts, referrals, networking events and cold calls/emails
- Define marketing campaigns in order to increase the visibility of ERNI and services
- Conduct personal sales calls using company-provided presentation materials
- Manage client relationships to strengthen engagement and ensure client retentions.

### Job requirements

- Bachelor's degree, any course, from a reputable school
- Fresh graduates are welcome to apply
- English fluent and another language like French and/or German is a big plus
- No prior professional experience required
- High sales aptitude
- Excellent communication skills, self-starter, go-getter
- Strong business connection is a plus
- Follow and achieve department's sales goals on a monthly, quarterly and yearly basis
- Go the extra mile to drive sales
- Actively seek out customers
- Remain knowledgeable on products and services offered and discuss available options
- Build productive trust relationships with customers

### Benefits

- Opportunity for self-improvement and career growth
- Internal & external software development education and trainings (certifications)
- Medical services subscription
- Flexible working time
- 22 days holiday / year + 1 extra day of holiday for every year working

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at the company (up to 25 • Meal Tickets • Referral bonus

