

---

## Junior Business Development Executive

City: Bratislava

Role: Junior

Recruiter name: Kozmová Kristína (ERNI)

Recruiter email:

kristina.kozmova@betterask.erni

### Description

We are in search of young, dynamic, ambitious, and driven individuals who will form part of our Business Development Team. They will be tasked 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
- Manage client relationships to strengthen engagement and ensure client retentions
- Actively seek out customers & conduct personal sales calls using company-provided presentation materials
- Follow and achieve department's sales goals on a monthly, quarterly and yearly basis
- Remain knowledgeable on products and services offered and discuss available options
- Define marketing campaigns in order to increase the visibility of ERNI and services

### Job requirements

- Fresh graduates are welcome to apply because no prior professional experience required
- English AND German active speaker
- High sales aptitude
- Excellent communication skills, self-starter, go-getter
- Follow and achieve department's sales goals on a monthly, quarterly and yearly basis.
- Go an extra mile personality
- Strong business connection is a plus

---

## Benefits

Interesting projects Opportunity for self-improvement and career growth Internal & external education and trainings (certifications) covered by ERNI Occasional business trips to Switzerland Flexible working time & overtime compensation 5 weeks of vacation 3 sick days Language courses (English, German), fully covered by ERNI Sport & culture personal budget (including medical care) Referral & relocation bonus Fully covered meal vouchers New office Team buildings (grill parties, Christmas dinner, Hack&Hike, ERNI Performance Days - two day education & leisure event, sport events, company breakfast etc.) Well-established community: Meet-ups, Brownback Sessions, Running club, Climbing club, Board games club, etc.