



BiKi Technologies srl is actively seeking a candidate that can take care of our Business Development. The ideal candidate will be involved in pitching and presenting at boardroom level, and should be capable of meticulous planning and proposal writing. His/her main area of focus will be exploring the market of potential customers and make new contacts with the aim of creating more sales.

The activity involves scheduling appointments, preparing and delivering presentations to the customers, having researched their business and requirements. Moreover, he/her will work on sales follow-up activities.

Maintaining customer relationships and ensuring customer loyalty through excellent customer service as well as meeting all client needs appropriate to their business, is also a key role of the sought person.

Key skills and qualifications: a degree or equivalent qualification, possibly in fields related to chemistry, pharmacology, medicine. A proven background in business development. Strong presentation skills. A strong track record of business-to-business sales at a corporate level is considered a valuable plus. Strong strategic analysis skills. Excellent communication skills, both verbal and written and be able to cold call potential clients with confidence. Excellent organizational skills as well as performance monitoring.