



06 Feb 2022

Job Description

Business Development Manager

We are looking for a talented Business Development Manager to join “Oho!” Agency team who will be primarily responsible for attracting new customers.

Responsibilities:

- To acquire targeted business customers via multiple channels by sourcing new leads until they are engaged (phone, email, social networks, meetings, events, etc.);
- Work with existing leads and design effective nurturing campaigns that will help move leads further down the funnel;
- Researching, qualifying new leads, and following up on opportunities to generate sales;
- Maintain relationships with existing clients and keep communication alive;
- Track, analyze, and report on the results of the campaigns, and report on progress toward sales KPIs to top management;
- Manage CRM, the sales pipeline, and source leads;.

Requirements:

- Excellent written communication and speaking skills in English;
- Fluency in English and Russian is required;
- Basic understanding of digital marketing and content marketing;
- Basic analytics skills;
- Self-organized and strong time management skills.

Languages:

- English: upper-intermediate and higher. To write correctly and to speak fluently. It will be the primary working language;
- Russian: intermediate and higher.

What we offer:

- Official employment;
- Opportunity to play an essential role in a fast-growing Startup with an innovative product;
- Substantial responsibility from the early beginning;
- Competitive salary based on your experience and linked to performance.

If this role sounds like your dream come true, send brief information about you and a copy of your resume to hr@oho.am.