

HUNTER

Our Vision

Envision yourself as part of a team built on the foundation of servant leadership, where we intentionally support each other in growth as individuals and a company. Since 2001, we have been working in India providing businesses in the West affordable and quality software development to keep their companies growing, while creating local jobs that build team direction and personal growth. We need people like you to passionately share our vision and continue to grow our company by generating clients with the resources for long lasting, fruitful relationships.



Responsibilities

- Work closely with our marketing team to plan and execute monthly outbound campaigns
- Effectively architect engagement models with our target clients
- Enthusiastically follow up on prospects and qualify and convert them into clients
- Convey corporate vision in both written and verbal business development discussions
- Work with the team in developing proposals, leading the delivery of proposals in a consultative manner, thinking analytically in creating estimates, preparing timelines, and applying appropriate pricing models

Requirements

Experience

- Knowledgeable of latest relevant technology trends (web software, mobile apps, and internet marketing)
- Sales experience in closing complex deals
- Capable of meeting and engaging in conversation with CEO level prospects

Characteristics

- Self-motivated
- Super-likable and friendly
- Highly empathetic
- Good listener
- Goal and results oriented
- Handles rejection well
- Derives energy and drive from closing deals
- Not afraid to be measured
- Embraces a cross-cultural team

Working Environment

- Work regularly from a home office or co-working space
- Flexible working hours due to close collaboration with people in other time zones
- Close collaboration with remote teams and individuals
- Availability to travel domestically and internationally
- Part time and full time opportunities available

Contact us here