



Business Development Manager

WN Talents

Job Overview

Job Type:	Full Time
Location:	Remote work
Website:	https://talentsingames.com/

Description

WN Talents is in search of a **BDM** for our company client – a performance driven Digital Ad Tech Company with expertise in user acquisition across verticals and platforms.

As a Business Development Manager, you will be responsible for identifying new business opportunities within **UK** and **EU market**, building and maintaining strong relationships with clients, and driving growth for the company. You will work closely with the sales, marketing, and product teams to develop strategies that align with the company's goals and objectives.

Key Responsibilities:

1. Lead Generation and Prospecting:

- Identify and connect with prospective people in Agency and Brand via various channels such as networking events, cold calling, and online research.

2. Client Relationship Management:

- Build and maintain strong relationships with existing clients to ensure satisfaction and retention with continued business and scale.
- Act as the primary point of contact for client inquiries, concerns, and feedback.
- Identify opportunities expected in the market.

3. Proposal Development and Presentation:

- Prepare and deliver compelling sales presentations, proposals, and pitches to prospective clients.
- Negotiate contract terms and pricing agreements in collaboration with the sales team and senior management.

Qualifications:

- Proven track record of success in business development, sales, or account management. Up to 5 years in the digital ads industry.
- Strong understanding of sales principles and techniques.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Knowledge in Microsoft Office.
- Demonstrated ability to meet and exceed targets.
- Willingness to travel as needed.
- Flexibility to work outside of regular business hours when necessary.

- Strong problem-solving skills and a proactive approach to challenges.

What we offer:

Remote job model

International team

In-market salary benchmark (fixed part + revenue bonus)

Career opportunities

Last updated: 15.04.2025