

Business Developer @ Paradox

contact@effitalents.com

Phone :

Web :

FILLED

Job Summary

Vacancy :

Deadline : May 23, 2024

Published : Apr 24, 2024

Employment Status : Full Time

Experience : 1 - 3 Years

Salary : To be defined

Gender : Any

Career Level : Any

Qualification :

Job Description

At least 2 years of experience in sales are required.

Responsibilities:

1- **Students Acquisition** ☒

- Attract and enroll new students daily.
- Use email outreach to generate leads.
- Aim for 1 to 3 new enrollments daily.

2- **Proactive sourcing**: ☒

- Organize LinkedIn or email campaigns for meetings.
- Make outbound calls to eager leads.
- Suggest new ways to find impactful students.

3- **CRM Management** ☒☒

- Manage calls, meetings, and reports with Hubspot.
- Ensure strategic follow-ups on CRM leads.
- Utilize CRM for efficiency and new opportunities.

4- **Tackling objections** ☒

- Review call recordings weekly for improvement.
- Offer fresh ideas monthly to enhance offerings.

5- **Event participation** ☒

- Actively participate in both in-person and online events.
- Assist in or lead at least two webinars monthly.

Requirements :

Expericence:

- **2 years** of experience, **minimum**
- You have a track-record in successfully closing high-ticket deals to BtoC clients.

Language:

- French: **Native**
- English: **Fluent**

Personality:

- ☒ **Autonomous Leader**: Organized, decisive, inspiring.
- ☒ **Market Curiosity**: Interested in personal development, coaching, entrepreneurship, or Edtech.
- ☒ **Sales Savvy**: Excel in sales, keen on improving skills.
- ☒☒ **Digital Savvy**: Experienced in CRM, leads digital projects.
- ☒ **Growth over ego**: Open-minded, values feedback.
- ☒ **Team Player**: Enjoys teamwork, shares successes, learns from collective experiences.

Benefits:

- ☒ Top-performing team atmosphere
- ☒☒☒ Ongoing professional development support
- ☒☒ Ambitious company with growth opportunities Impact & Meaning
- ☒ Key role in a company impacting millions
- ☒ Making a difference in people's lives daily
- ☒ Autonomous, accountable culture
- ☒ Flexible hours and remote work
- ☒ Accessible global offices
- ☒☒ Standing desks provided
- ☒ Macbook for efficiency
- ☒ €350/year for self-care
- ☒ €150/year for personal growth
- ☒ Personalized coaching support
- ☒☒ Annual team building, like our Cyprus trip!

About the company:

At Paradox, we're on a mission to redefine what it means to have a fulfilling career.

Gone are the days of settling for "just a job." We believe that everyone deserves to **have a professional journey filled with purpose and impact.**

Our goal is clear: **to empower individuals and organizations to achieve their highest potential.** We understand that personal development can be challenging, especially when faced with uninspiring resources and overwhelming theories. That's why we're dedicated to crafting innovative and captivating experiences that **make success the only possible outcome.**

Through our training programs, events, and educational content, **we provide the tools and support needed to unlock your full potential. From learning from top entrepreneurs and athletes to leveraging cutting-edge neuroscience research,** we're committed to helping you succeed.

Join us on this journey as we strive to **make personal growth as entertaining as watching Netflix.** Welcome to Paradox.

Your recruiter:

Flávia, Senior Talent Acquisition Specialist @ Efftalents.

Feel free to contact her for further information!

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
