

## **B2B Development Agent**

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Agent will be responsible for introducing new business solutions and qualifying suspect companies as to their needs and interest in the related products and/or services. The Agent is responsible for the initial phases of the sales cycle, such as creating awareness, verifying account profiles, interest development, needs analysis and sales engagement at the appropriate time.

### **Essential Duties and Responsibilities**

- Qualify business opportunities by proactively initiating outbound calls and probing suspects to ascertain lead status.
- Work with qualified leads to establish a business opportunity.
- Manage opportunity development.
- Use client feedback to evaluate opportunity.
- Assist in the development of marketing programs to grow business.
- Maintain appropriate prospect information by utilizing contact management software.

### **Requirements**

- We are looking for an individual with a minimum of three to five years of proven business experience, preferably in a high tech or contact centre environment.
- Candidates must possess excellent communication skills, be versed in interviewing techniques, and goal oriented.
- Must also be familiar with the sales and/or purchasing process utilized in B2B transactions.

Apply to [hr@circumference.ca](mailto:hr@circumference.ca)

