

LOGO

ch-aviation services d.o.o.

Business Development Representative (m/f)

We are ch-aviation, a company that specialises in data research. Once we collect and verify the data, we present it in our online database. Since we offer access to high-value data, our customers understand the value that high-quality information has, which makes them more inclined to invest in what we offer. We're in a very niche market so we don't face much competition - there are only a few major players globally who do what we do. This gives us a unique position in the industry. If you join our team of Business Development Representatives, you'll be reaching out to different companies worldwide and offering a subscription to our database. (for example, if an airline wants to see which aircraft are available for leasing, we can help them with that). The challenge in our sales process isn't about convincing customers-it's more about identifying the right ones who can benefit from the data we provide. Once you find those potential clients, the value speaks for itself. In this role, you would have the opportunity to work for a company that operates globally but is not a corporation. We could be a great fit if you value proactivity, independence, and flexibility. We are looking for someone to join our Sales department in an entry-level position. Since it is an entry-level position, there are plenty of opportunities to grow and advance. But you've got to start somewhere You can apply if you are a student or have already started your career, but keep in mind that it is an entry-level position with responsibilities suitable for a junior.

Izvor: www.moj-posao.net

Lokacija: Zagreb

Datum objave: 18. Dec 2024.

Datum isteka: 16. Jan 2025.