

Exago Markets is looking for a Business Developer to lead its quickly growing business activity in Portugal



Exago is a Portuguese company that supplies solutions based on software and services, to support the innovation efforts in organizations. Its software products help to manage each stage of the innovation process implementing models to harness the collective intelligence for assertive decision-making.

We wish to attract energetic and pro-active individuals that share our beliefs about the wisdom of the crowds, understand the new models for crowdsourcing and that can inspire clients, partners and fellow employees.

Exago is a fast growing company with clients based in Portugal, Brazil and the US. Our clients are medium to large organisations across all industries.

www.exagomarkets.com

Role

Business Developer / seller-doer

Main responsibilities

Lead generation activities

Opportunity management

Closing deals

Support initial project consulting activities / project management
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Client relationship management throughout contract
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Profile

Essential requirements

University degree preferably in Management, Economics or Engineering
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MBA is a plus

Experience

Successful past sales activity in software plus services solutions (at least 3 years experience)
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Project management in medium complexity projects (eventually linked to previous consulting activity) (at least 2 year experience)

International experience (Europe or US) is a plus

Competencies

Autonomous, dynamic and proactive

Excellent communications skills

Strong negotiator

Very good at establishing trust relationships

Fluent in English and, preferably, in another European language (French, German)
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Attractive package aligned with experience

Position based in Lisbon (occasional travelling is required)

If you are interested in this position please send your CV before the **end of July 2010** to Carina Olim (carina.olim@exagomarkets.com)