

<https://dragonseats.com/job/sales-business-development-associate/>

## Sales and Business Development Associate

**Hiring organization**

**Description**

**Location:** Remote

**Date posted**

April 3, 2023

- Responsibilities
  - Develop new business opportunities by leveraging existing relationships, participating in networking events, qualifying sales leads, and directly reaching out to potential clients.
  - Consult with Dragon Seats management team to develop a thorough understanding of current product needs, challenges, and solutions that are tailored to each customer's needs
  - The Business Development Associate will build relationships and assist the sales team to gain new customers through customized business development and sales campaigns.
  - Increase company sales and search for new creative ways to attract potential customers.
  - Assist in creating and executing a strategic sales plan to identify and prioritize key prospects and locations
  - Demonstrate expert product knowledge that showcase products and services to potential customers
- Qualifications
  - 2-3 year work experience in a Customer Service, Sales, or Marketing related role is preferred
  - High level of initiative, coupled with the ability to work independently
  - Strong written and verbal communication skills
  - Highly organized; able to prioritize and execute tasks
  - Detail oriented self-motivated individual