

Alexsei

https://www.alexsei.com/?post_type=jobs&p=21321

Business Development Associate (student) – Remote

Description

Lead Management & Generation

Perform a high volume of outbound calls and emails;
Responsible for generating and qualifying leads for Alexsei;
Provide excellent relationship management to ensure all needs are addressed;
Ability to adjust your communication style to cater to different audiences using expertise, tact, diplomacy and listening skills.

Responsibilities

This is an opportunity to get in on the ground floor with a software company that is modernizing legal services and lawyer workflows. The role involves investigating partnership opportunities with law firms, institutions and in-house counsel, and identifying channel partnerships. You will be working directly with the founding team to implement and accelerate go-to-market strategies

Qualifications

Student in administration or Law or any relevant Bachelor's Degree (BS).

Experience in marketing/sales and lead generation/management
Excellent verbal and written communication skills with the ability to have high-level conversations with business professionals and executives

Strong customer service, time-management, and organizational skills

Familiarity with CRM software is a bonus

Job Benefits

Customer Experience

Identification and ranking of major technology 'pain points' for customers
Creating bi-monthly briefs to showcase new findings to the team

Hiring organization

Alexsei

Employment Type

Full-time, Part-time

Job Location

10 Dundas Street East, Suite 1002,
M5B 2G9, Toronto, Ontario,
Canada

Remote work from: Canada

Base Salary

\$ 17/h + Bonus

Date posted

June 9, 2021

Valid through

31.07.2021