

Business Development

Position Description

Job Responsibilities

- Responsible for marketing, sales, customer relationship
- Identify market needs and potential customers
- Analyze all aspects of clients' business operations to map their processes to Odoo's solutions
- Collaborate with business system analyst and/or Odoo system architect in pre-sale and sales stage
- Collaborate with project managers to provide customers with the best experience
- Collaborate with the clients' implementation managers on User Acceptance Testing and End User Training
- Occasionally advise the sales team during pre-sale regarding complex implementations

Must-Have

- Bachelor Degree or higher or equivalent in Computer Science, Engineering, or a related field
- Passion for learning new technologies
- Outstanding verbal, written, organizational and interpersonal skills
- Strong internal motivation
- Objective oriented
- Entrepreneurial drive and a creative thinker
- Hunting spirit

Nice to Have

- Experience with ERP system and/or Odoo product
- Experience in Engineering Management
- Experience in complex project management
- Experience in customer relationship management
- Ability to adapt and perform in a fast-paced, competitive, and dynamic environment

Contact Us

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