

# Business Developer @ Paradox

contact@effitalents.com  
Phone :  
Web :



## Job Summary

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Vacancy :  
Deadline : May 23, 2024  
Published : Apr 24, 2024  
Employment Status : Full Time  
Experience : 1 - 3 Years  
Salary : To be defined  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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At least 2 years of experience in sales are required.

### Responsibilities:

#### 1- **Students Acquisition** ☑

- Attract and enroll new students daily.
- Use email outreach to generate leads.
- Aim for 1 to 3 new enrollments daily.

#### 2- **Proactive sourcing:** ☑

- Organize LinkedIn or email campaigns for meetings.
- Make outbound calls to eager leads.
- Suggest new ways to find impactful students.

#### 3- **CRM Management** ☑☑

- Manage calls, meetings, and reports with Hubspot.
- Ensure strategic follow-ups on CRM leads.
- Utilize CRM for efficiency and new opportunities.

#### 4- **Tackling objections** ☑

- Review call recordings weekly for improvement.
- Offer fresh ideas monthly to enhance offerings.

#### 5- **Event participation** ☑

- Actively participate in both in-person and online events.
- Assist in or lead at least two webinars monthly.

### Requirements :

Experience:

- **2 years** of experience, **minimum**
- You have a track-record in successfully closing high-ticket deals to BtoC clients.

Language:

- French: **Native**
- English: **Fluent**

Personality:

- ☑ **Autonomous Leader:** Organized, decisive, inspiring.
- ☑ **Market Curiosity:** Interested in personal development, coaching, entrepreneurship, or Edtech.
- ☑ **Sales Savvy:** Excel in sales, keen on improving skills.
- ☑☑ **Digital Savvy:** Experienced in CRM, leads digital projects.
- ☑ **Growth over ego:** Open-minded, values feedback.
- ☑ **Team Player:** Enjoys teamwork, shares successes, learns from collective experiences.

### Benefits:

- ☑ Top-performing team atmosphere
- ☑☑☑ Ongoing professional development support
- ☑☑ Ambitious company with growth opportunities Impact & Meaning
- ☑ Key role in a company impacting millions
- ☑ Making a difference in people's lives daily
- ☑ Autonomous, accountable culture
- ☑ Flexible hours and remote work
- ☑ Accessible global offices
- ☑☑ Standing desks provided
- ☑ Macbook for efficiency
- ☑ €350/year for self-care
- ☑ €150/year for personal growth
- ☑ Personalized coaching support
- ☑☑ Annual team building, like our Cyprus trip!

### About the company:

At Paradox, we're on a mission to redefine what it means to have a fulfilling career.

Gone are the days of settling for "just a job." We believe that everyone deserves to **have a professional journey filled with purpose and impact.**

Our goal is clear: **to empower individuals and organizations to achieve their highest potential.** We understand that personal development can be challenging, especially when faced with uninspiring resources and overwhelming theories. That's why we're dedicated to crafting innovative and captivating experiences that **make success the only possible outcome.**

Through our training programs, events, and educational content, **we provide the tools and support needed to unlock your full potential. From learning from top entrepreneurs and athletes to leveraging cutting-edge neuroscience research,** we're committed to helping you succeed.

Join us on this journey as we strive to **make personal growth as entertaining as watching Netflix.** Welcome to Paradox.

### Your recruiter:

Flávia, Senior Talent Acquisition Specialist @ Effitalents.

Feel free to contact her for further information!

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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