



Business developer
Belgrade

Farmia is an innovative startup company that works to improve disrupted and old livestock industry with main goal to help farmers and buyers to trade with livestock.

We are looking for two future team members: Business Developer & Business Developer Assistant in Belgrade. Join us and you'll start experiencing fun side of working with people who are diverse, positive, and passionate about technology and agriculture.

Here is the list of your responsibilities and skills we expect you to possess.

Responsibilities:

- Communicate effectively and efficiently via phone, email, and in-person meetings
- Construct, forecast, and manage your sales pipeline via Pipedrive CRM
- Identify prospect needs, understand farmers and buyers needs, and explain the Farmia value proposition
- Build SMB sales playbook that will be used to scale and train our growing team
- Develop strong relationships with key clients that will generate revenue as new features go-to-market
- Develop farmers and buyers network
- Develop farmers virtual cooperatives
- Be able to execute in short-term sprints while maintaining a vision for long-term sustained success
- Wear multiple hats: sales strategy, lead generation, sales rep, and account manager
- Be prepared to share knowledge and communicate with team

What you should have:

- 1-3 years of B2B sales experience is plus
- Graduated or final year of studies in agricultural economy, economy, management, business , with demonstrated strong academic performance is plus
- Excellent communication and interpersonal skills, with the ability to identify and provide comprehensive solutions for varying customer needs
- Strong research skills
- Strong use of insights and data-driven decision making to inform the sales process
- Ability to problem solve, adapt, and grow quickly as we build the sales organization
- Have a competitive edge and thrive in a fast-paced team environment
- Extremely proactive and upbeat with strong organizational skills
- Ability to learn fast and adopt new skills
- Startup hustle and energy
- Excellent written and spoken English and/or German

What we offer:

- Full time job/internship
- Performance oriented work environment
- Opportunity to learn and improve
- Work in a growing company
- Be part of a young and dynamic team

Interested in applying? Send us your CV and motivation letter on info@farmia.co.