

PLANET EXPAT IS HIRING A BUSINESS DEVELOPER FOR PERMANENT UNDEFINED.

Date : 18/12/2017

Job reference : 171108-23024835

Type of contract : Permanent

Localisation : Santiago 00000, CL

Contract duration : Undefined

Level of studies : Master's Degree

Years of experience : 6 months - 1 year

Company description :

Planet Expat provides career-boosting paid internships in some of the most innovative and dynamic Start-ups in Latin America, Europe and the USA. We connect students with promising start-ups abroad through a program that allows them to gain valuable professional experience in international environments while being key contributors to innovative projects.

We are a scaleup company from Valencia founded in 2013. We created a global mid-term housing marketplace for students and young professionals.

As a student or young professional you can book your housing online on our platform in a safe and easy way before arriving at your next destination. We are present in more than 50 cities and we count with more than 30.000 properties.

Our mission is to change the way students and young professionals rent their next home...

Job description :

Reporting directly to the Co-founders, your duties will include:

Mapping Prospecting: identify, contact, negotiate and close new deals with clients to join our platform

Onboarding: assist in integration process and provide thorough training on our tools and back office

Partnering: build strong and efficient relationships with our partners, in the long-term

Monitoring: closely follow partners' first steps to ensure quality standards are met and sales are taking off

Developing: provide partners with data-proven feedback and action plans to help them improve quality and grow sales

Required profile :

Prior experience (including internships) in a similar role, preferably in a start-up

Native Spanish

Excellent verbal/written communication skills

Good at building long-lasting relationships

Analytical mind

A professional, pro-active and 'can do' attitude

Good sense of priorities and organization - you excel at managing projects and time

"Getting things done" is your lifestyle

Attention to detail and ability to work under pressure - you understand what "startup" means

Passionate about growth and eager to learn

Must be hands-on with high level of energy and professional skills to function effectively and independently in a demanding change-oriented environment

Fantastic team player

To apply: <https://apply.multiposting.fr/jobs/6525/23024835>