



Business Development Representative

About

FeedCheck is a company that helps consumer brands collect and analyze customer reviews from online stores (websites like Amazon, Walmart, etc.). Global consumer brands like P&G, Nestle, and Fujitsu, are benefiting from our service to improve their product management.

We are looking for a new colleague with great communication skills, who can help us in the following areas:

Your responsibilities

- Generating leads using email, phone, or any other tool available
- Conducting sales presentations to customers and closing deals
- Being the main interface with the customer, act as a first point of contact for customers
- Responding promptly to customer inquiries
- Understanding specific customer requirements and proposing appropriate solutions
- Maintaining a positive, empathetic, and professional attitude toward customers at all times and building sustainable relationships and trust through open and interactive communication
- Knowing our products inside and out so that you can answer questions
- Keeping records of customer interactions, transactions, comments, and complaints
- Communicating and coordinating with colleagues as necessary
- Providing feedback on the efficiency of the customer service process

Our expectations

- Experience in Sales and lead generation
- Excellent verbal and written English, and great interpersonal communication skills
- Availability to work with US-based customers
- Comfortable using computers
- Experience in B2B SaaS sales is a plus
- Entrepreneurial / startup experience is a plus

What you will find at FeedCheck

A team devoted to helping businesses listen better to their consumers so that everyone benefits from that

Entering a promising space that benefits from consumer brands' increasing interest

Opportunity to think freely, propose and try your strategies

Curious to hear more about us, our customers, and how we could work together?

Send us your CV at jobs@feedcheck.co

We are eager to hear from you!