



## Head of Business Development

**8.18 Consulting** is looking for a **B2B Sales Specialist** on behalf of **Stamina Sales And Outsourcing Company**. Stamina operates with the belief that strength is more important than speed in achieving success. The company focuses on trainings, services, and outsourcing, helping businesses optimize their processes. Stamina is the official partner of Pipedrive CRM, supporting companies in streamlining their sales efforts.

### Responsibilities:

- Conduct cold outreach via LinkedIn messages, emails, and calls to generate new business opportunities.
- Organize and conduct meetings and CRM demos to meet sales targets.
- Develop and implement sales strategies to achieve business goals.
- Lead and manage the sales team, ensuring performance and motivation.
- Set and monitor KPIs for sales growth and team performance.
- Collaborate with project management, marketing, and other departments.
- Utilize CRM systems in daily operations.
- Provide regular reports and updates to the CEO on sales performance.

### Requirements:

- Master's degree in Business, Marketing, or a related field.
- 5+ years of experience in corporate sales in both the Armenian and international markets.
- Established network in various industries in Armenia and abroad.
- Experience using CRM systems.
- Strong verbal communication in English.
- Proficiency in Microsoft Excel.
- Proven ability in team leadership and management.
- Excellent communication and interpersonal skills.

To apply, send your CV to [818specialedition@gmail.com](mailto:818specialedition@gmail.com)