

Victor



Job Title

Business Development Repres

Age

35 to 44 years

Highest Level of Education

Bachelor's degree (e.g. BA, BS

Social Networks



Industry

Technology

Organization Size

11-50 employees

Preferred Method of Communication

- Phone
- Face-To-face
- Email

Tools They Need to Do Their Job

- Email
- Invoicing Software
- Reporting Software
- Business Intelligence Dashboards

Job Responsibilities

Research to find potential buyers, outbound prospecting.

Their Job Is Measured By

Revenue generated and team productivity

Reports to

CEO and director

Goals or Objectives

Find Potential clients and expand the business.

They Gain Information By

Taking online courses, books, and conferences.

Biggest Challenges

- Resources
- Navigating Client Relationships & Communications
- Problem Solving & Decision Making
- Communication