

WIC is an international Telecommunication company with more than 300 partners and presence in Israel, HK, UK and Armenia.

WIC WorldCom International is a part of the WIC group operating since 2004 (Wizdraw, WorldCom Finance, YooCollab)

Currently, we are seeking a highly motivated and result-oriented individual to join our local team as a B2B Business Development Manager.

The ideal candidate is a partner and service focused individual, who is seeking an opportunity to expand knowledge and benefit from invaluable on-the-job experience in a dynamic and positive work environment.

Performance Objectives:

The first objective is to set business strategies and hit sales targets. This means to implement strategic sales plans that expand the company's customer base and ensure its strong penetration into new markets worldwide.

Typical tasks here include:

- Having strong business and analytical thinking and risk management abilities
- Identify customer's needs in terms of competition and market trends
- Analyse the regular sales & usage reports
- Generate fresh ideas during team brainstorming
- Build a strong business partnership by managing the relationship at all levels, based on trust, friendship and common objectives
- Add value to customers business by building awareness on opportunities that our services and expertise may bring in their business

The second objective is to collaborate with the team toward mutual goals and be the carrier of companies' values and goals "Talent wins games, but teamwork and intelligence

win championships” - this is what we truly believe in, and hope you enjoy common success as we do.

Must-have's:

- Close to native fluency in English – our Biz Dev team communicates and builds sustainable relationships with customers not locally but internationally
- 1+ years of working experience in business development and sales either marketing
- Ability to devise/negotiate complex deal structures across an array of products and services,
- Excellent selling, communication and interpersonal skills,
- Excellent presentation, and organizational skills.
- Excellent analytical and strategic thinking

Desired-to-have's:

- Work experience in international sales,
- Good logical and mathematical skills,
- Ability to balance persuasion with professionalism.

Why WIC?

- Because of the competitive/dynamic salary system and benefits package,
- Travelling worldwide to conferences and shows
- Nice working atmosphere: we come to work with pleasure (you'll enjoy our new colourful office on Saryan Street),
- Professional growth opportunity: we work with international teams of different locations.