

## BUSINESS DEVELOPMENT MANAGER

For the ones, who need to identify their customers in a fast, secure and convenient way. And for those, who want to sign e-documents with legally binding e-signatures securely. We help companies to fight fraud, reduce costs and meet KYC, GDPR, and AML compliance and regulation requirements as well as enable digital channels & processes.

**MARK ID** is a one-stop-shop solution for Identification (including Face ID), KYC, AML & Signing documents with Qualified electronic signatures. At this time we are looking for an energetic personality to join our Sales team.

Working with B2B clients from various markets who wish to find the best technology-based solutions for their businesses, helping them to employ digital tools to improve security and other processes, coming up with new ideas what are other ways to unlock potential of electronical identity – this is what a Business Development Manager does in our company.

### What you will do:

- Do the market research, identify market potential and find opportunities for growth;
- Contribute to the general team effort of making sales cycles smooth and efficient;
- Develop the new medium/enterprise level customers;
- Be brave enough to bring your ideas to the table and execute them;
- Be a part of a team building better, faster and more loved products for our clients;
- Day-to-day activities will include running sales calls, closing new business, communicating with existing clients & getting insights from numbers;
- Collaborate with technical support department and product specialists to address customer requirements.

### What we wish you would have:

- 2+ years of work experience in B2B sales;
- Respective interpersonal skills which empower you to be a great hunter;
- Good orientation in a fast-paced company, as we are not slowing down :)
- Willingness to grow further with a company and be important part of a team;
- Excellent collaboration, communication skills;
- Ability to communicate in English (written & oral).

### What we offer:

- Work with products that matter. To business and people. Because they make a business more transparent & legit and life easier when instead of being busy with the paperwork you can spend this time as you wish;
- A professional and supportive team that is keen on sharing their knowledge and spend time together;
- Opportunity to grow professionally;
- Office snacks & other perks;
- Remuneration which reflects your skill-set;
- Ability work from home;
- Salary from 1200-2000 EUR Net + performance bonuses

*If we'll see there might be a match - we'll let you know!  
Confidentiality is guaranteed.*

If you are interested in this offer,  
please send your resume to  
**[maris.stonkus@markid.lt](mailto:maris.stonkus@markid.lt)**.