



## Business Developer

We are Hiring for Business Developer.

Do you want to play a role in shaping the future of aviation industry? Do you believe that technology with a purpose can save and improve lives? Then come and be a part of our dynamic team of young professionals and experienced veterans!

### Position Responsibilities

Research business or economic trends and recommend viable new growth strategies

Identifying potential clients and doing research on their needs and wants

Prepare the company budget and continually track expenses, as well as make sure we're on track to hit revenue targets

Partnering with the marketing and sales teams on projects

Collaborating with design and production teams to ensure marketing collateral projects symmetry

Following industry and economic trends

Finding and developing new markets and improving sales

Develop and deliver pitches for potential investors

Network with investors and other business partners to generate new leads

Developing goals for the development team and business growth and ensuring they are met

Become a company's twin subject matter expert and PR representative and write regular blogs for the company website or post news to social media platforms

### **What you will bring to the role:**

Be a self-starter, one who is able to collaborate with others in a cross-functional team environment

Effectively work to tight deadlines, maintain high-quality outputs, and apply a, "Roll up your sleeve" approach to getting things done

Bachelor's degree in business, marketing or related field

Experience in sales, marketing or related field

Strong communication skills and IT fluency

Ability to manage complex projects and multi-task

Excellent organizational skills

Ability to flourish with minimal guidance, be proactive, and handle uncertainty

Proficient in Word, Excel, Outlook, and PowerPoint

Comfortable using a computer for various tasks

### **What we can offer you:**

The opportunity to make a real difference and increase access to health care for millions across the globe

Flexible working hours

A collaborative and fun start-up team

Career propelling experience

Interested? We'd love to hear from you if you believe you meet the qualifications, are concerned about impacting people's lives, and have what it takes to be at the forefront of revolutionizing the global healthcare supply chain.

Send your resume and motivational letter to: [info@yaliaero.com](mailto:info@yaliaero.com)