Digidemat

https://www.digidemat.ro/en/job/business-developer-digital-solutions/

Business Developer – Hybrid: On-site / Remote

Hiring organization
Digidemat

Employment Type
Full-time

Beginning of employment
As soon as possible

Industry
Digital Solutions

Job Location
Strada Nicolae Iorga 5, 010431, Bucarest, Bucarest, Romania
Remote work possible

Date posted
February 17, 2026

Valid through
01.06.2026

Description

We are looking for a high-energy, results-oriented **Business Developer** to drive the growth of our solutions. As businesses move toward digital transformation, you will play a key role in helping companies streamline their document workflows, increase security, and go paperless.

Responsibilities

- **Lead Generation:** Identify and proactively reach out to potential B2B clients through cold calling, LinkedIn networking, and email campaigns.
- **Sales Pipeline Management:** Manage the full sales cycle, from initial discovery calls and product demonstrations to contract negotiation and closing.
- **Strategic Growth:** Analyze market trends to identify new business opportunities and industry-specific use cases for electronic signatures.
- **Client Relationship Management:** Build and maintain strong, long-term relationships with stakeholders and decision-makers.
- **Reporting:** Maintain accurate records of sales activities and forecasts within the CRM.

Qualifications

- Proven experience in B2B sales, preferably within the SaaS or Tech industry.
- A “hunter” mindset with a track record of meeting or exceeding sales targets.
- Excellent communication and presentation skills.
- **Fluency in English (Professional level)** is mandatory.
- Ability to work independently while contributing to a collaborative hybrid team environment in Bucharest.