



## **(International) Business Development Representative (Italian speaking)**

**Location:** Cardiff, United Kingdom

**Department:** Sales & Marketing

**Type:** Full Time

**Min Experience:** Entry Level Graduate

### **About Incopro:**

Incopro is an emerging technology business, with market leading technology, delivering innovative solution to enable brand protection online for some of the largest and most valuable brands in the world. Continued growth in use of the Web has led to an explosion in brand abuse. The global market for counterfeit products is estimated at nearly one trillion dollars annually.

At Incopro, we are constantly striving to deliver products and associated services that enable businesses to protect themselves online – our mission is "To Make the Internet Better for Business". Incopro's primary customer base is in-house intellectual property (IP) lawyers who are focused on enforcing against brand abuse and counterfeiting across the Internet. Our clients come from a wide range of industries including luxury brands, sports, entertainment, technology, consumer goods and more.

### **Purpose:**

Ambitious, Italian speaking graduates who see themselves growing in line with the pace set by Incopro itself. If you're an enthusiastic, confident candidate with the ability to influence, this could be the opportunity for you.

### **Responsibilities:**

- Acquire a thorough knowledge of Incopro's offering
- Gather and prospect leads independently, undertaking research on key decision makers and calling them to ascertain need and interest
- Qualify interest and leads in order to schedule appointments and demonstrations for Account Directors
- Generate fresh leads through creative social selling
- Capitalise on warm leads by liaising closely with Sales and Marketing
- Build and manage your own pipeline of leads
- Proactively contribute to campaign ideas, suggestions and execution
- Shadow and participate in early stage meetings with Account Directors with a view to your progression
- Report into and receive mentorship from your Sales Manager

### **Requirements:**

- Educated to degree level (preferably in Economics, Law or International Business, but any discipline will be considered)
- Business fluency in Italian and English
- Possess exceptional communication and interpersonal skills
- Self-motivated, with a strong desire to succeed
- Positive attitude with an excellent work ethic
- Tenacious, a quick learner and team player
- Interested in global business and current affairs

### **Salary:**

Competitive and appropriate for the relevant experience of the applicant.

### **Notification:**

This Job Description is intended to describe the general nature and level of work being performed by people assigned to this job and is not considered an exhaustive list of all responsibilities, duties and required skills. This Job Description does not constitute an offer of employment. Incopro is an Equal Opportunity Employer

### **Apply:**

Incopro is working in partnership with Pareto Law to recruit the right candidate for this role. To apply please click [HERE](#) and you will be redirected to the Pareto Law website.