

International Business Development Manager

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Company: Marquee Equity

Location: india

Category: other-general

ABOUT US Marquee Equity, established in 2016, provides end-to-end fundraising solutions. It is the world's most efficient and effective fund-raising service, with thousands of transactions as part of its track record. Marquee offers bespoke solutions to your fundraising needs. Marquee is a deal origination and distribution service provider enabling access to more than 32,000 investors through our managed outreach services. Marquee SaaS managed services help its users with structuring fundraising rounds, and valuations, and setting up investor collateral like pitch decks, financial models, projections, business plans, teasers, etc. Along with this, Marquee helps entrepreneurs access a global network of investors - from Angels, HNIs, and Family offices to Venture capital, Private Equity, Hedge funds, Funds of funds, Banks, LPs, et al. Marquee is sector, stage & geography agnostic - meaning anyone and everyone looking to raise capital can be Marquee's client. Finding the right investment partner takes a funnel of interested investors. We build your funnel. Marquee aims to make the process of investor access a cost and time effective one. Marquee's time and cost-effective solution helps the founders & entrepreneurs focus on their core business, while the Marquee team builds you a pipeline of investors for clients' raise, at a cost that is a fraction of what would otherwise be spent on retaining an investment banker or a full-time fundraising team. Website - www.marquee-equity.com Testimonials by Clients -

TrustPilot/MarqueeEquity

ROLES AND RESPONSIBILITIES:

- Handle the inbound interest received by Marquee.
- Get the inbound leads to set up an online demo with us
- Conduct a small research on the prospect's company and background prior to the demo to conduct a smooth sales call
- Conduct online demos with the prospects and turn them into paying

customers· Ensure that the product demo is neat and organized· Work with the prospects to understand their needs and pitch them the right Marquee product to solve their problems· Manage on-going relationships with customers· Run strategic follow-ups (Calls/texts/emails) on the prospects to get in maximum sales· Strive to achieve the sales targets· Work with our Founder on strategic alliances - potentially traveling to various financial centers globally.REQUIREMENTS:· Prior Investment Banking/Investment Analyst experience is preferred· Knowledge/prior experience with startup fundraising is a distinct advantage· WE'RE A REMOTE TEAM so you can work from wherever you like - you don't have to attend office on a day-to-day basis· You should own a laptop EXCELLENT written & spoken English required· We shall provide a two-week training session once you join in.

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