

# Advantage GPS

<https://www.advantagegps.com/job/bi-lingual-business-development-representative/>

## Bi-Lingual Business Development Representative

### Description

The Bi-Lingual Business Development Representative is responsible for generating new business through outbound calls, referrals, and marketing campaigns for both Spanish and English-speaking prospects. The Business Development Representative will funnel qualified leads to the sales team with the intent to close new business.

### Duties and Responsibilities

- Managing inbound and outbound calls to potential customers
- Develop and maintain prospects and target new leads.
- Validate leads for the sales team.
- Develop relationships with internal and external sales and facilitate solutions.
- Respond to prospects with information on the company products via phone/e-mail.

### Experience and Requirements

- This position is working from home, an individual must show a strong work ethic, reliability, and self-discipline.
- Strong verbal and written communication.
- Fluent in Spanish and English.
- Strong computer and Microsoft skills are a must.
- Ability to multi-task between operations
- Candidate must possess a strong personality.
- Willingness to assist in other portions of the operation when needed.

### Hiring organization

Advantage GPS

### Employment Type

Full-time

### Industry

Vehicle Finance

### Job Location

Remote work possible

### Date posted

May 18, 2023