

Start hiring for results in Sales & Business Development

Make work actually happen in new business, account growth, lead generation, partnerships, tenders, and sales operations by working on-demand with the best Sales & Business Development specialists.

HITACHI

Gemeente Zeist

heijmans

brabant Water

Sfeervol Meerssen

RH MARINE

gm gemeente goosmeren

TOYOTA
MATERIAL HANDLING

Specialisms & Expertise

Find the services Blackbear supports in Sales & Business Development

Account Management

- Client Portfolio Management
- Relationship Development & Retention
- Upsell & Cross-sell Strategies
- Account Plans & Growth Roadmaps
- Stakeholder Management
- QBRs & Performance Reviews
- Contract Renewals & Negotiations
- Customer Satisfaction & Value Realization

New Business

- New Logo Acquisition
- Sales Strategy & Targetting
- Value Proposition Development
- Pitching & Deal Structuring
- Sales Enablement Materials
- Objection Handling Frameworks
- Deal Closing & Negotiation
- Market Entry Strategies

Lead Generation

- ICP & Buyer Persona Definition
- Objection handling frameworks
- Inbound Lead Qualification
- Campaign-based Lead Generation
- Appointment Setting
- Funnel & Pipeline Setup
- Lead Scoring & Routing
- Conversion Optimisation

Partnerships

- Partner Strategy & Ecosystem Design
- Partner Identification & Outreach
- Alliance & Channel Development
- Co-Selling Frameworks
- Partnership Agreements
- Joint Go-To-Market Planning
- Partner Onboarding & Enablement
- Performance Tracking & Optimisation

Tender & Proposal Management

- Tender Scanning & Qualification
- Bid / No-Bid Decision Frameworks
- Proposal Structuring & Writing
- Pricing & Commercial Modelling
- Compliance & Requirement Mapping
- Presentation & Defence Preparation
- Evaluation & Feedback Analysis
- Bid Writing Support

Sales Operations

- Sales Process Design & Optimisation
- CRM Setup & Optimisation
- Pipeline Management & Forecasting
- Sales Reporting & Dashboards
- Incentive & Commission Structures
- Sales Tooling & Automation
- Data Hygiene & Governance
- Sales Performance Analysis

Specialists & Profiles

Work with Senior Sales Leaders, Business Developers, Strategists, and more

- Senior Account Managers
- Strategic Account Leads
- Key Account Managers
- Enterprise Account Managers
- Client Relationship Managers
- Account Growth Strategists
- Customer Value Managers
- Retention & Expansion Leads
- Commercial Negotiators
- Client Success Managers (Commercial)
- Account Directors
- Portfolio Managers
- Stakeholder Managers
- Contract Renewal Leads

- New Business Developers
- Business Development Managers
- Enterprise Sales Executives
- Commercial Strategists
- Deal Makers
- Pitch & Closing Specialists
- Market Entry Leads
- Hunter Profiles (B2B)
- Sales Directors (New Logos)
- Strategic Sales Leads
- Opportunity Development Managers
- Complex Deal Closers
- Sales Architects
- Go-To-Market Leads

- Outbound SDRs
- Inbound Lead Qualification Specialists
- Prospecting Specialists
- Appointment Setters
- Funnel & Pipeline Builders
- Lead Scoring Specialists
- Conversion Optimisation Specialists
- Sales Campaign Operators
- Demand Generation Specialists
- Sales Development Managers
- Outreach Specialists
- List Building & Data Researchers
- CRM Lead Routing Specialists
- Pipeline Acceleration Leads

- Partnership Managers
- Ecosystem Builders
- Alliance Managers
- Channel Sales Leads
- Strategic Partnership Developers
- Co-Selling Managers
- Partner Enablement Leads
- Partner Performance Managers
- Business Development Partners
- Strategic Alliances Directors
- Technology Partnership Managers
- Commercial Integration Leads
- Partner GTM Managers
- Channel Operations Managers

- Tender Managers
- Bid Managers
- Proposal Writers
- Commercial Bid Strategists
- Pricing & Modelling Specialists
- Compliance & Requirements Analysts
- Tender Coordinators
- Presentation & Defence Leads
- Public Procurement Specialists
- RFP / RFQ Managers
- Bid Process Owners
- Proposal Project Managers
- Commercial Review Leads
- Tender Evaluation Analysts

- Sales Operations Managers
- CRM Managers
- Revenue Operations (RevOps) Specialists
- Pipeline & Forecast Analysts
- Sales Performance Analysts
- Incentive & Commission Designers
- Sales Automation Specialists
- Commercial Data Analysts
- Sales Process Owners
- Forecasting & Planning Leads
- CRM Implementation Specialists
- Deal Desk Managers
- Sales Enablement Operations
- Commercial Governance Leads

Examples & Inspiration

How other leaders accelerate growth and win more deals with Blackbear

Sales Pipeline Acceleration

New Logo Acquisition & Market Expansion

Strategic Account Growth & Upsell Execution

Generation & Appointment Setting at Scale

Outbound Sales Campaigns for Target Segments

Complex Deal Structuring & Closing

Enterprise Sales Motion Setup

Go-To-Market Strategy & Launch Execution

Partnership Ecosystem & Channel Development

Co-Selling & Alliance Activation

Tender & RFP Winning Programs

Public Sector & Enterprise Procurement Trajectories

Process & CRM Optimisation

Forecasting, Reporting & Commercial Governance

Sales Team Enablement & Operational Scaling

Hire better and faster for your
Business Development & Sales agenda.

Achieve the results you aspire, exactly when and where you need them.

Let's Talk →

