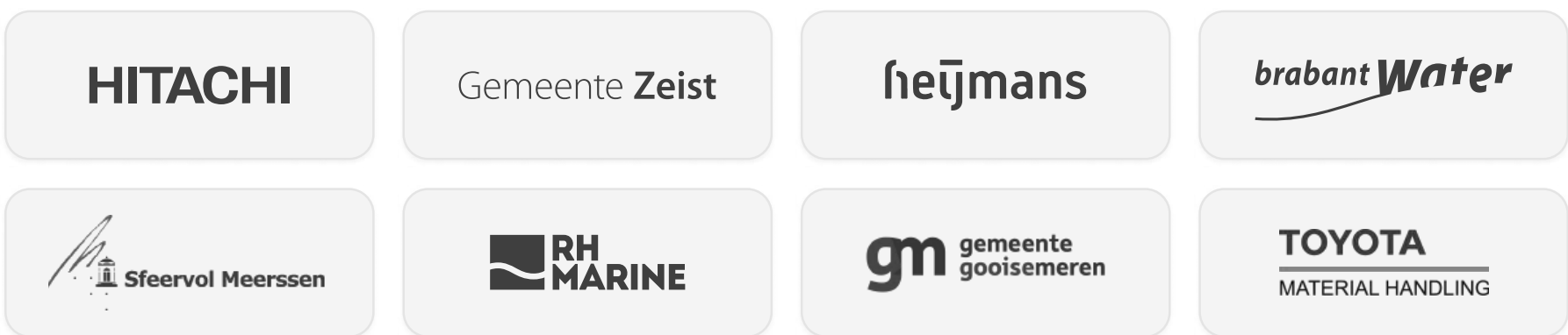


Start hiring for results in Sales & Business Development

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.



Specialisms & Expertise

Find the services Blackbear supports in Sales & Business Development

Account Management	New Business	Lead Generation
Client Portfolio Management	New Logo Acquisition	ICP & Buyer Persona Definition
Relationship Development & Retention	Sales Strategy & Targetting	Objection handling frameworks
Upsell & Cross-sell Strategies	Value Proposition Development	Inbound Lead Qualification
Account Plans & Growth Roadmaps	Pitching & Deal Structuring	Campaign-based Lead Generation
Stakeholder Management	Sales Enablement Materials	Appointment Setting
QBRs & Performance Reviews	Objection Handling Frameworks	Funnel & Pipeline Setup
Contract Renewals & Negotiations	Deal Closing & Negotiation	Lead Scoring & Routing
Customer Satisfaction & Value Realization	Market Entry Strategies	Conversion Optimisation
Partnerships	Tender & Proposal Management	Sales Operations
Partner Strategy & Ecosystem Design	Tender Scanning & Qualification	Sales Process Design & Optimisation
Partner Identification & Outreach	Bid / No-Bid Decision Frameworks	CRM Setup & Optimisation
Alliance & Channel Development	Proposal Structuring & Writing	Pipeline Management & Forecasting
Co-Selling Frameworks	Pricing & Commercial Modelling	Sales Reporting & Dashboards
Partnership Agreements	Compliance & Requirement Mapping	Incentive & Commission Structures
Joint Go-To-Market Planning	Presentation & Defence Preparation	Sales Tooling & Automation
Partner Onboarding & Enablement	Evaluation & Feedback Analysis	Data Hygiene & Governance
Performance Tracking & Optimisation	Bid Writing Support	Sales Performance Analysis




Specialists & Profiles

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

<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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
<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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

Collaborations & Budget Ranges

Engage specialists, teams or boutiques in 3 possible ways

 <h3>Assignments</h3> <p>Run quick assignments that make an immediate difference for your team and the results you seek.</p> <p>From €3k - €25k per assignment.</p>	 <h3>Projects</h3> <p>Execute projects with phased milestones and deliverables, to support bigger challenges.</p> <p>From €25k - €200k per project.</p>	 <h3>Interim</h3> <p>Add reliable senior expertise or operational punching power, to strengthen your team's capacity.</p> <p>From €35 - €150 per hour.</p>
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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
Lead 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	Partner Ecosystem & Channel Development
Co-Selling & Alliance Activation	Tender & RFP Winning Programs	Public Sector & Enterprise Procurement Trajectories
Sales 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 →

