



Company Description

At Capital Gurus, we're not just a top capital solutions provider for US business; we're a team of driven individuals who are passionate about helping businesses succeed. Since we launched in 2023, we've been earning the trust of businesses across various industries. But for us, success isn't just about financial results—it's about creating a dynamic environment where every team member can grow, learn, and thrive.

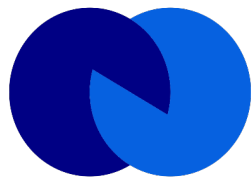
We've just launched our Portuguese branch in Porto, Portugal and we are hiring our very first team members.

Role Description

We are seeking an enthusiastic and motivated Entry-Level Business Development Representative to join our team in Porto. This is a full-time, on-site role where you'll be responsible for inside sales, lead generation, and relationship-building with clients. You'll be on the front lines, learning the ins and outs of the sales process while building strong client relationships and assisting businesses in achieving their financial goals.

Key Responsibilities

- Make outbound calls to introduce Capital Gurus' lending solutions, making a strong first impression with potential clients.
- Identify and qualify business needs and assess clients' financial situations and generating leads.
- Educate clients on lending options, including terms, rates, and repayment plans.
- Use CRM tools to manage client interactions and track your sales progress.
- Actively seek new opportunities to expand our client base and help businesses grow.



CapitalGurus

Qualifications

- Strong desire to learn and grow in the commercial field (previous experience in sales or customer support would be a plus).
- Driven mindset with a focus on achieving and exceeding goals.
- Positive, can-do attitude with excellent written and verbal communication skills in English (minimum C1 level).
- Team-oriented mindset, eager to collaborate and contribute to shared success.
- Adaptability to learn new tools and processes quickly.
- Proactivity, empathy, and the ability to handle different customer service situations with ease.
- Knowledge of financial, economic or banking sector is a plus.

Requirements

- High school diploma.
- EU citizenship or Portuguese residence card.
- Interest in working in Porto (on site), Portugal, in a multicultural environment.
- Availability to work from 15h00 to 00:00 GMT (with 1 hour lunch break), aligning with our US office hours to ensure full immersion and seamless collaboration between the Porto and US teams. This schedule provides an opportunity to work closely with our US-based colleagues and clients, maximizing real-time communication and support.

Conditions & Benefits

- Term contract.
- Fixed schedule from Monday to Friday, 40hours/week.
- Competitive salary with performance-based bonuses and reward systems.
- Health insurance.
- Food allowance.



- Career growth opportunities within a fast-growing multicultural company, including specific training programs.
- Brand new facilities in Porto's city center, fully accessible by public transportation and we great views of the city.
- Team building events and other activities to get everyone engaged.

How to Apply

If you're excited about starting a new career and want to be part of an amazing team while helping businesses grow, we want to hear from you! Please send your resume and a brief cover letter to candidates@capitalgurus.com.