



Business Development Manager Southern Europe

Description:

As **Business Development Manager Southern Europe** you will be part of the Business Development department and you report directly to the Group CCO. You will play a crucial role in overseeing and managing the Business Development of the region assigned within the business development function, working alongside the other Business Managers with the Group, you are mainly responsible for the commercial development of the region and you run the general management of the region.

Responsibilities:

- **Strategic Planning and Execution:**
 - Develop and implement strategic plans to drive business growth, improve operational efficiency, and enhance customer satisfaction.
 - Collaborate with cross-functional teams to align business support strategies with overall company goals and objectives.
 - Continuously monitor market trends, competitor activities, and customer needs to identify growth opportunities and address potential challenges.

- **Customer Relationship Management:**
 - Work closely with your Group CCO to support customer acquisition and retention efforts.
 - Ensure timely and effective communication with customers to address inquiries, resolve issues, and maintain high levels of customer satisfaction.
 - Implement strategies to enhance the customer experience and drive repeat business.

- **Product Expertise and Support:**
 - Work with your Group CCO & the Business Support Team who have the responsibility for in-depth product knowledge, training, and support to customers.
 - Collaborate with your Group CCO & Business Support Team to gather customer feedback and insights for product improvements and new product launches.

- Ensure you provide accurate and timely information to support sales efforts and customer inquiries.
- **Sales Support and Revenue Generation:**
 - Work with your Group CCO to drive revenue growth through effective sales strategies and customer engagement.
 - Collaborate with your Group CCO & Business Development Team to develop sales plans, pricing strategies, and promotional activities.
 - Monitor sales performance metrics, analyse data, and identify areas for improvement to meet or exceed sales targets.
- **Reporting:**

As a Business Development manager the reports you might prepare on a weekly, monthly, and yearly basis can vary depending on the specific needs of your direct line managers, organisation, the industry, and the nature of your role.
- **QHSE:**

Always takes quality, health, safety and environment into account from the perspective of responsibilities. Ensure that the organization adheres to all relevant laws, regulations, and industry standards, and oversee any necessary certifications or licenses.

Hard competences:

- Proven track record of driving business growth, and achieving sales targets.
- Strong strategic planning and execution skills, with the ability to develop and implement effective business strategies.
- Excellent communication, negotiation, and interpersonal skills.
- Experience in customer relationship management and customer-centric approach.
- Knowledge of [specific industry or product knowledge, e.g., power equipment, renewable energy solutions, etc.].
- Ability to travel.

Soft competences:

- You are hungry for a new challenge.
- You are a result focussed manager.
- You are a strategical thinker.
- You have an entrepreneurial mindset.
- You're a team player and people management skills are a plus.

- You are a mediator.
- You have strong negotiation and conflict resolution skills.

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What we offer

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