

Business Development Manager

Locatie: Brussel of Luxemburg

Duur: Onbepaald vast contract bij klant

For a global leader in Software we are looking for a Business Development Manager.

You will be responsible for selling MTWO, an enterprise end-to-end 5D BIM construction cloud management solution that connects all project contributors along with their processes and data – all on one platform, into the Construction & Engineering industry.

- Driving profitable growth and reaching contractors, property developers and owners in the private and public sectors of the built environment.
- Responsible for defining strategic sales plans, building new key CXO relationships, negotiating and closing business deals, whilst maintaining extensive knowledge of the company's current services and solutions.
- A business development focused approach mainly through attracting new client sales and penetrating into new areas of opportunity within established clients.
- Identify new business opportunities in new customer base as well as propose new business propositions to current and potential clients; discovering and exploring new market opportunities.
- Identify potential business opportunities by analyzing market trends, competitor offerings, technical and commercial requirements, competitor's strengths/weaknesses, as well as the risks and constraints to the company and drafting appropriate sales strategies for such opportunities.
- Achieve the revenue and sales target set by the organization.
- Secure, develop and conduct client presentations to pitch for new business.
- Identify and establish a network of contacts, including key decision makers within the client base.

- Manage all aspects of the sales process, from visioning, prospecting to closure and account management.

Job Requirements

- Bachelor or above degree, MBA or master would be preferable
 - 5+ years' experience in business development or sales, with experiences with IT/software/Cloud service is preferred
 - Experience of enterprise-level sales in technology solutions strongly preferred
 - Mostly worked with, and sold to, CXO level
 - Proficient in English, both written and spoken
 - Able to work flexibly with regards to activities and hours in a role that will involve national and international travels
- Eligible to work in the country applied to without sponsored visa

Offer

- Very good salary
- Company car and fuel card
- Hospitalization plan
- Invalidity insurance
- Death insurance
- Pension plan
- Bonus plan
- 20 legal holidays
- 10 national holidays + 1 extra offered December 26st
- 12-recuperation days/40 hour's week
- After 5 years seniority + 2 days, after 10 years + 2 days= 4 days

Heb je interesse in deze uitdaging? Contacteer ons via info@abc-recruitment.be