

Director of Business Development

Company Description:

Are you ready to join an international company that is focused on creating sustainable products for foodservice and airline industries?

Probably at some point in your life you traveled on the plane & ordered some food or went to your nearby takeout place to buy a salad for lunch. In this case, you might have seen deSter products and didn't even know it. A lot of people don't realize that both worlds of airline cabin equipment and food packaging can be exciting, but it is more than that. deSter is unique in its industry because we source, design, manufacture and transport products which are aesthetically pleasing, functional and environmentally friendly. Our purpose is to create sustainable food and travel experiences and we need you on this journey.

If you want to be a part of a company that strives to create a better and more sustainable future, you are in the right place.

Job Summary:

As Director of Business Development, you are responsible to translate the long-term company & regional strategy into concrete account plans to materialize these strategies.

This will include acquisition of new customers, geographic growth of the core business, creation and execution of strategic account planning, developing new business models for customers and launching new business.

Main Duties and Responsibilities:

- Develops strategy and executes business plans for revenue growth on account level (existing and new accounts) by setting aggressive annual goals for new revenue growth and manages a go forward plan that ensure these goals are met
- Supports the growth and development of new business / service models. Manages successful implementation of high-impact, high-visibility business development projects
- Establishes and maintain relationships with customers, industry influencers, and key strategic partners and works with customers and through market/industry analysis/networks, to identify new opportunities for revenue growth
- Builds extensive internal networks across the Company globally to ensure support resources are utilized on growth initiatives and works collaboratively with

colleagues in other parts of the organization to identify and utilize existing resources to capture new business development

- Directs/generates/presents thoughtful and persuasive sales proposals and internal strategy documents to customers and senior management.
- Engages in contract and pricing negotiations with customers including developing term sheets, reviewing contract proposals, analyzing customer proposals, and developing recommended counterproposals.
- Coaches and guides direct report(s) on their objectives
- Budget / Revenue Responsibility: 30-35 mio US

Requirements:

- B.S. in Business, Finance or similar
- At least 5 -10 years of sales experience in the airline industry, having worked with major customers and preferably coming from a top player in the market, have a robust and current network and the ability to recognize and fulfil the client needs
- Strategy and management experience to inspire others to share vision and support others to reach a common goal
- MS Office 365 (Outlook, Teams, Sharepoint, Excel, PowerPoint, Word), any ERP (Dynamics) and CRM (SFDC) experience would be an advantage
- Strong communication and negotiation skills on all levels in the organization
- Team player
- Proficient in English, both written and verbal, Dutch & Spanish are a plus
- Openness to travel up 50-75%

What we offer:

Joining deSter means, you will become a part of an innovative company with sustainability at heart and colleagues & customers globally. We have low hierarchies and a hands-on mentality, with teamwork being of high value. Besides that, we also offer hybrid way of working (office/remote) and a team of colleagues that have a passion & enthusiasm for what they do.