



Business Development Manager

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

The Business Development Manager is responsible for managing and developing the sales activities in the region. This will include acquisition of new customers and maintain customer relationships, retain the existing business via achieving the best for deSter and the customer. The Business Development Manager will build new profitable business via ongoing management of an active sales pipeline and subsequent implementation. He/she will implement new business accurately and in line with expectations of all stakeholders. The Business Development Manager will maintain extensive knowledge of current market conditions and negotiate/close business deals.

Main Duties and Responsibilities

- Ensure management of budget (revenue, profitability)
- Manage the customer contact program
- Anticipate and propose short-term sales objectives for the sales region and modify them in line with the market situation/needs/ requirements/trends, in cooperation with the Sales Director
- Ensure all contracts are accurately implemented e.g. managing contract performance, customer payment terms, delivery terms and complaints. Report weekly or as required
- Research, propose and present new business opportunities and ensure an accurate and targeted sales pipeline is in place with a corresponding action plan

- Ensure sales tenders are managed to the highest standards to achieve top class conversion levels and deals are expertly negotiated, with the support of the key stakeholders
- Responsible for managing and achieving the sales budget
- Works collaboratively with colleagues in other parts of the organization to identify and utilize existing resources to capture new business development
- Builds extensive internal networks across the Company globally to ensure support resources are utilized on growth initiatives
- Maintain extensive knowledge of the current market conditions and Initiate projects to achieve targets, including; good and thorough understanding of market trends, customer needs, and competitive moves in addition to strengths/capabilities and competitive position

Qualifications

- Master preferred, minimum Bachelor degree in Economics or any related discipline
- Academic / Work experience abroad (Europe/Asia) would be a plus
- At least 2-3 years of sales experience in the airline industry, having worked with major customers and preferably coming from a top player in the market
- O365 (Outlook, Teams, Sharepoint, Excel, PowerPoint, Word) and any ERP (Dynamics) and CRM (SFDC) experience would be an advantage
- Team player with the ability to recognize and fulfil the client needs
- Use initiative to improve long term business results
- Inspire others to share your vision and support them to reach a common goal
- Results driven, tenacious, focused and flexible
- Strong communication skills on all levels in the organization with proven negotiation skills
- Strict, attention to detail, well organized, accurate and well documented
- open to travel 50%

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.