

Business Development Manager – Denmark

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Company: Zetes UK

Location: Denmark

Category: other-general

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Zetes is an international corporation specialising in the provision of identification and mobility solutions. By using the latest technologies, Zetes enables its customers improve the speed and quality of their process execution and increase data accuracy, which in turn helps them to remain at the forefront of their industries. That's what makes Zetes both a pioneer and a market leader at the same time. The Zetes Group HQ is based in Brussels and has more than 1300 employees in 22 countries across EMEA.

Zetes transforms the way modern supply chains collaborate and integrates next-generation cloud platforms with cutting-edge technologies such as imaging, voice recognition, RFID, codification and mobile terminals.

To support its future development, Zetes Denmark is looking for a:

Business Development Manager

As a Business Development Manager, you will be responsible for identifying, qualifying, and driving opportunities to successful closes. With a background and good understanding in supply chain and logistics, you will position Zetes to both new customer and existing customers and net new opportunities. You must be capable of developing relationships with the key decision makers and driving sales through opportunity planning, executive involvement, and value selling. The position is hybrid.

Key Responsibilities:

Responsible for full spectrum of business solutions to address business pains and strategies

of the above industry segment across the supply chain and relevant technologies.

Interaction with customers and prospects to sell solutions and pursue net new business – this includes telemarketing and other lead generation and networking methods.

Exceed sales quota – maintain forecast, pipeline and status updates in CRM (salesforce.com).

Manage complex sales cycles while working with Zetes sales teams including pre-sales, development, lead generation, partners and support.

Collaborate effectively with colleagues across all functional areas and Zetes international offices to maximise the opportunity to drive business growth within our account base.

Personal Specification:

5+ years of successful enterprise or similar software sales.

Proven track record within B2B sales and selling value-added solutions

You are fluent in Danish and English, and willing to travel exceptionally.

The major strong points required to the Business Development Manager role are:

Demonstrated history of B2B sales and selling solutions.

Strong negotiation and closing skills.

Confidence and ability to interface professionally with a wide spectrum of customers including C-level executives.

Extremely proficient at uncovering opportunities within an established account base as well as bringing in new business.

Ability to develop meaningful business relationships at senior level.

Creative ability to run own campaigns in coordination with call efforts.

Possess strong communication skills, both in presentation and written format.

What can Zetes offer you?

A creative and challenging opportunity within a multinational player where teamwork and

entrepreneurship are important values. A stimulating and fast-growing environment that is driven by than 1300 professionals in 22 countries. The opportunity to work with brand new state-of-the-art technology developments. Finally, Zetes offers excellent fringe benefits and a competitive salary within a financially stable company, as well as excellent training and development opportunities

Contact

If you would like to apply for this position, please send your CV and a covering letter to louise.angel@nordic.zetes.com

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