

Business Development Manager (m/f/d)

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Company: Hays

Location: Denmark

Category: other-general

Business Development Manager

(m/f/d)

Permanent employment with our customer Denmark Start date: asap Reference number: 736827/1

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About the company

We are a lighting brand active all over the world. By becoming part of our energetic team, you can help us reaching our goals in an environment that is more than just a company. Are you unstOPPLEble like us? Then you are the person we are looking for! We are ready to welcome a new colleague to our European team.

Your responsibilities

Do you have the ambition to test and develop your sales talent, personal multi-cultural relationship skills, leadership competencies in an international and competitive playing field, and you have interest in 21st century innovative products and solutions, Opple could be your next station.

You will help us to make our customers happy and expand our business. Your further responsibilities will be:

Accountable for regional commercial plan, budget, sales – margin and cost targets.

Initiate, develop and maintain long term personal relationships with customers in Denmark and Northern Europe.

Manage inquiries and propose appropriate solutions.

Answer fast all kinds of questions and requests together with our back-up team.

Gather and share local market information.

Manage the effective internal relationships across channels and functions – although you are mainly remote, good teamwork is essential.

Your profile

You are a self-starter with a desire to succeed, someone with real personal interest in customer relationships, free and interest to travel and be in your markets. Furthermore your skills include:

Manage your markets and customers as it was your own business.

24/7 drive to Service and Surprise your customers.

Showing real interest and build personal relationships with your customers.

Sense of humour (work hard, laugh hard).

A Bachelor or Master degree, preferably in Business, or Engineering subjects.

Good analytical skills are essential.

A creative idea generator – be different to outperform competition.

Your benefits

Advanced Technologies: Opportunity to work with cutting-edge technology and develop innovative solutions.

Professional Growth: An atmosphere fostering professional development and learning through challenging projects and resourceful teams.

Flexible Work Hours: The option for flexible work hours or remote work to maintain a healthy work-life balance.

Excellent Work Environment: A dynamic and collaborative environment promoting creativity and innovation.

Competitive Compensation: Attractive salary package and benefits recognizing the value of talent and dedication.

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