

## Business Development Manager Needed in Denmark

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Company: Skills Provision

Location: Denmark

Category: other-general

Skills Provision is searching for a Business Development Manager for a company in Denmark. Our client is a rapidly growing IT company based in Denmark. The Business Development Managers role is essential for the success and growth of the business. The cloud marketplace is crowded; it will be this individual's responsibility to source, evaluate and execute strategic relationships that bring the most value and aid sustainability.

Sector: IT Services

Location: Odense, Denmark

Position: Permanent

### Salary & Benefits

92,000 Kr pm + Bonus

Attractive benefits package offered

### Role

Develop and execute business development plans and sales strategies

Close new business deals by coordinating requirements

Develop and negotiate contracts

Manage end-to-end relationship process for all strategic opportunities including initial contact

Identify targets by researching the cloud industry and related events, publications, and announcements

Screen potential business deals by analysing market strategies, deal requirements and financial impact

Produce business cases to justify investment into new areas

Work closely with the Board of Directors

### **Requirements**

Bachelor's degree in Computer Science/IT related

At least 7 years' experience managing in an IT environment

Experience in sales

Proven track record selling innovative technology and making complex deals happen

Demonstration of ability to consistently overachieve on client acquisition and sales targets

Strong understanding of hosting data centre operations and cloud technology

Demonstrated ability to manage complex negotiations at a senior-level

Fluent in Danish & English

Strong team mentality

Commands respect from all peers

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