

European Business Development Managers – Wastewater

Remote - Germany
Full time

Reporting to the Commercial Director, you'll identify new business opportunities and nurture existing relationships across the water industry to optimise direct and channel partner sales across Europe. You will need to work with other departments to communicate and coordinate activities across Sales (Direct & Channel), Operations, Product Management, Product Marketing, Local Marketing & Customer Success.

Responsibilities

- Developing the strategy and plan for partnership-driven growth in your region, including responsibility for forecasting sales and delivering against forecasts
- Managing a pipeline of prospective partnerships in your region
- Establishing and managing indirect sales channel partners.
- Identify, negotiate and manage strategic deals with local / regional partners
- Build brand awareness: conduct webinars, lead presentations, participate at local exhibitions to become the face of Detectronic

You will need

- You have 5+ years of work experience in business development and/or project management ideally in the water industry
- A successful track record of developing commercial strategies, sales channels and key accounts for B2B solutions
- Ideally you have a track record of launching, scaling and operating in your local region
- You must have an entrepreneurial mindset with a hands on approach and strong problem solving skills
- Demonstrable sales record and a high level of achievement

Alongside the above, you are a self-motivated, entrepreneurial, high energy executive who can think strategically. You are comfortable with conceptual & solution selling. You also have the ability to create momentum within large and complex organisations.

Successful candidates will be rewarded with a competitive package of salary, bonus and benefits, and the opportunity for personal and professional development within the company.

If you are looking for an exciting new career in a progressive environment, apply now. Candidates must be eligible to live and work full time in Germany and be willing and able to travel internationally as required.