

Business Developer: Resource Recycling

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Company: TOYOTA TSUSHO EUROPE SA

Location: Belgium

Category: other-general

Business Developer: Resource Recycling

Business development in the recycling field, in which the Resource Recycling Sales Business Unit has been working, will be in the phase of execution such as actual trading products and M&A feasibility studies and transactions with potential partners. We are now looking for a new representative who can accelerate the process and coordinate the projects together.

Responsibilities

Area of responsibility 1: New Business Development

Develop and manage strategic partnerships to grow business.

Based on existing procedures in line with the recycling business in Japan and the US, develop the strategic partnerships in region Europe.

Negotiate contract terms with customers and assure communication with stakeholders.

Assure to develop and maintain client relationships.

Area of responsibility 2: Market Investigation

Research organisations and individuals to find new opportunities.

Gather useful information from customers and competitor data.

Finding and developing new markets and improving sales.

Conduct ongoing market research.

Area of responsibility 3: Realization and management of trading business

Develop and maintain client relationships.

Monitor project teams (located in UK, Germany and Poland) to ensure contracts are executed as agreed.

Create and implement processes and policies to support the overall business.

Track, identify and add qualified prospects to sales pipeline.

Your background:

You have preferably a Bachelor or Master degree + at least 5 years professional experience in a relevant position.

A technical profile with more experience and the right analytical skills can be taken into consideration as well.

Experience in the industrial recycling (especially electric vehicle) segment is for sure an asset.

You have a strong interest in the recycling business and would love to contribute to this development.

You are fluent in English. As this is a regional position, any other European language can be an asset.

You are a PC literate (MS office).

Your competencies:

You have a positive attitude and good customer service skills (flexibility, dependability, service minded, you can extend thoughts to counterparty etc.).

You have good insights and strong analytical skills.

You are able to multitask.

You can handle stress and working with deadlines.

You are a quick learner, and you are eager to learn.

You have an open personality, and you adapt easily to different situations/persons.

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