

Business Developer West Europe Bf Port Operations

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Company: Continental Benelux

Location: Belgium

Category: computer-and-mathematical

Bedrijf

Are you ready to drive the future of sustainable mobility? Join Continental as a Business Developer for West Europe Bf Port Operations and be at the forefront of innovative tire solutions. As part of our dynamic team, you will play a vital role in building and developing the BF Port team in the West Europe and DACH regions, while strategically driving customer development and ensuring product performance monitoring.

Functie

As the Business Developer for West Europe Bf Port Operations, you will have a wide range of responsibilities, including:

Leading the strategic development of BF Port in West-Europe, aligning with global strategies, and exploring synergies with other CST organizations.

Proactively prospecting and maintaining excellent client relationships, with a focus on key account management.

Supporting the preparation and implementation of sales plans for tires and services, ensuring targets are met.

Representing Continental CST regionally in technical and commercial areas, making a significant impact in the public and tire-related associations.

Negotiating important contracts and developing strategies autonomously to achieve BF Port targets in West Europe and DACH.

Profiel

For who are we looking?

Minimum of 3 years relevant experience in a sales management and/or negotiating role in international organizations. Past experience with Port Operations like Terminal Operators, Logistics is an advantage.

Proven leadership skills in leading projects or international tasks.

Demonstrated intercultural sensitivity, capable of navigating diverse customer and cultural landscapes.

Willingness to travel up to 50% to Belgium, The Netherlands, Germany, Spain, France, and other countries in West-Europe as the area grows, depending on individual potential.

Languages: English is mandatory, German or Dutch are a big advantage and any other West-European language is a plus.

Aanbod

Our offer:

Join Continental's journey and enjoy an attractive package with growth opportunities. With over 150 years of shaping mobility, be part of a stable and globally renowned company.

Work with cutting-edge tire technology and contribute to sustainable and connected mobility.

Contact : Davy Diamant

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