

Business Development Manager - Aviation & Aerospace Industry

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Company: DSJ Global

Location: Belgium

Category: other-general

Are you passionate about driving growth in the dynamic aerospace and aviation industry? Do you thrive in a fast-paced environment where your strategic vision can make a tangible impact? If so, we have an exciting opportunity for you!

About Us: We are a rapidly expanding logistics provider with a strong presence in Europe, offering cutting-edge supply chain solutions to the aerospace and aviation sector. Our innovative approach and commitment to excellence have positioned us as a leader in the industry.

Position Overview: As our European Business Development Manager specialising in aerospace and aviation, you will spearhead our business expansion efforts across Europe. Based in Belgium, you will lead the charge in identifying and securing new business opportunities, cultivating strategic partnerships, and driving revenue growth within this high-potential sector.

Key Responsibilities:

Develop and execute a comprehensive business development strategy tailored to the unique needs of the aerospace and aviation market.

Identify and engage with key stakeholders, including airlines, manufacturers, MRO facilities, and OEMs, to establish and nurture business relationships.

Collaborate closely with our operations and marketing teams to customise logistics solutions that address industry-specific challenges and capitalise on emerging trends.

Analyse market trends, competitor activities, and customer feedback to inform strategic decision-

making and enhance our market positioning.

Represent our company at industry events, trade shows, and conferences to promote our services and expand our network.

Requirements:

Proven track record in business development within the aerospace and aviation industry, with a deep understanding of market dynamics and customer requirements.

Strong negotiation skills and the ability to close deals with major industry players.

Excellent communication and presentation skills in English and Dutch, with additional languages considered a plus.

Willingness to travel extensively across Europe as needed.

Bachelor's degree in business administration, logistics, engineering, or a related field.

Why Join Us:

Be part of a dynamic and rapidly growing company at the forefront of innovation in logistics.

Work in a collaborative environment that values entrepreneurship, creativity, and professional growth.

Competitive compensation package with performance-based incentives and comprehensive benefits.

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