

Business Development Manager

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Company: Niko

Location: Belgium

Category: other-general

Position description

Job title

Business Development Manager

Contract

Permanent contract

Contractual hours

Full-time

Job description

Within region EMEA, you are part of a team, responsible for establishing new relationships with prospects and expanding relationships with existing customers, detecting and creating sales opportunities within the home and building automation market. You play a key role in implementing our international growth strategy.

You identify important investments in the medium and long term.

You identify and maintain the full DMU of the resulting projects.

You build and maintain relationships with key decision-makers and stakeholders.

Creating dealer and value-added resellers in home and building automation is your

Cold calling, visits to customers and prospects, presentations, participation in fairs, are part of your daily activities. You represent our brand to promote brand awareness and generate leads.

You constantly follow trends, market developments and competition to identify new business opportunities and stay ahead of the competition.

You ensure that your administration in the CRM system is up to date.

You collaborate closely with other Sales colleagues ((Key) Account Managers, Country Sales Managers) and with cross-departmental teams (Product Marketing, Marketing Communication) to leverage internal resources to support new business development efforts.

You report directly to the CEO.

Profile

Bachelor's or Master's degree in Business Administration, Marketing, Sales, Engineering or a related field.

At least 5 years of experience in account management or key account management, preferably in the home and building automation industry.

Strong networking skills and ability to develop and maintain relationships with key decision-makers.

Excellent communication and presentation skills.

Self-starter with a can-do attitude and ability to work independently and in team.

Strong organizational and time management skills.

Proficiency in Microsoft Office and CRM systems.

You have a good verbal and written knowledge of Dutch, French and English. Any other additional language is a plus.

We offer

You will be working in an exciting, challenging and varied position in a professional environment.

You will receive an attractive salary, complemented by a comprehensive package of employee benefits.

You will have the opportunity for self-development, training and career growth.

Responsibility and showing initiative are encouraged here.

You will be surrounded by friendly, open colleagues you can build on.

We never stand still, new quality solutions are constantly being launched. You will not be bored here.

Last but not least, you will be part of a professional and solid growth company with a clear vision for the future. We are a no-nonsense company that does what it says, and says what it does.

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