

## Business Development Manager - Luxury Packaging

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Company: Future Recruitment

Location: Belgium

Category: other-general

### **NEW VACANCY! (PK8202)**

Our client is a global manufacturer and supplier of Apparel Packaging and Luxury Packaging products to retail sectors. They have various production sites across the world. Our client is currently looking for a Business Development Manager to join their team to build on the success in Europe due to the packaging division growing rapidly. You will help deliver excellent customer service and will have responsibility for the development of both new and existing accounts.

#### **Key Responsibilities:**

The scope of the role is to identify, develop and secure global/regional contracts with leading European retailers and brands

Develop global packaging business with existing customers, new business accounts and target accounts to maximise profitability, in line with corporate objectives, business plan and sales targets

Establish, develop and maintain excellent relationships with existing and potential customers through effective communication (telephone, email, letter, visit, etc) and building appropriate networks and partnerships

Responsible for business development and account management, sustaining and maximising revenues from named accounts

Negotiate the terms of an agreement, variations in price, delivery and specification

Accountable for sales forecasting and sales budgeting by providing accurate sales forecasts for all sourcing regions

Contribute to the annual business planning and budget process

Directly involved in commercial decisions that impact the profitability of the named accounts

Identify market trends to grow incremental revenue/commercial opportunities

Liaise with the sister companies to manage the named accounts

Liaise with other departments (e.g. Design, Production, Sales Administration, Credit Control and Finance) to manage named accounts

Collect information and prepare proposals for new and existing customers

Contribute to development of marketing strategy and materials

Contribute to product development in response to customer needs

Work alongside other managers to ensure a consistent process across the business and the sister companies

Partner with production to resolve quality issues as needed

Attend trade exhibitions, events, trials, demonstrations, and other ad hoc activities involving customers

Keep abreast of companies' products and services

Keep abreast of competitors' activities

The Business Development Manager may be asked to carry out more, less or differing duties as requested by senior management from time to time

Provide a sales report on a monthly basis

The report highlights a concise review of accounts and news on competitor activity

Manages own administration to ensure the smooth running of each of the named accounts

Communicates regularly with the internal sales team and the sister companies to ensure

good information and work flow

Maintain accurate records using the agreed systems and ensures all customer files are well organised

**Requirements:**

A good basic understanding of luxury packaging manufacturing processes

Good language skills particularly French and English, German beneficial

At least five years' experience of working in a sales management role, with excellent customer relationship management and influencing skills

Sound business analysis skills: experience of managing budget

Results focused evidence of consistent achievement of meeting sales targets

Experience of working in, and being sensitive to, different cultures

Detail conscious and accurate

Experience of providing input to strategic decision making

Excellent team working skills as the Group is a global organisation, getting along with your colleagues is essential

Self-motivated, organised and able to prioritise in a multi-task environment

Ability to work proactively and on own initiative and actively solve problems when needed

IT literate (MS Office applications including Excel, Word, PowerPoint, the internet)

Commitment to, and empathy with, the aims and objectives of the Group

Flexibility - willingness to travel extensively, throughout Europe (mainly France) and to the regions where the sister companies are located and to be flexible regarding hours of work to suit different time zones

As part of any business improvement programmes, the Business Development Manager may be asked to be a member of various cross-departmental project teams in order to meet specific objectives

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