

## Business Development Manager - Sea Freight Forwarding

[Apply Now](#)

Company: Michael Page

Location: Belgium

Category: other-general

**As International Business Development Manager**, your main responsibilities will be to:

Explore the potential of a defined market

Focus on the European market (Benelux, Germany, France, Poland, etc.)

Identify potential business partners & transform these opportunities into warm contacts and confirmed collaborations through prospecting, networking, etc.

Collaborate with the internal support department in the redaction of tailored offers and clients' follow-up

Collaborate with your management in the development of a structured commercial strategy based on your exploration of the new market potential

The successful candidate will have the following qualities:

Strong sales experience in **sea freight forwarding** and logistics-related field

Strong **business development experience** or an even stronger commercial drive for new market development

Excellent language skills (**English, French, Dutch**)

Analytical, strategic, and operational skills

A true business developer mindset and attitude: high level of autonomy, gets energy by being constantly on the road (in Belgium & abroad), resilience, strong commercial skills in front of experienced B2B stakeholders, proactive and results-oriented

In this role, you will :

Join a well-established company where you will make an impact - you'll be trusted to drive the company's diversification and further commercial development. You'll be provided with a wide range of autonomy, the ability to initiate change, a say in the commercial strategy of a well-established company as well as the possibility to further evolve in the long term within the structure

Receive a salary package in direct relation to your level of experience and valuable skills for the company

Get a bonus plan as well as a complete package of extra-legal benefits

Enjoy a high level of autonomy

[Apply Now](#)

#### **Cross References and Citations:**

- 1. Business Development Manager - Sea Freight Forwarding**[FlightattendantjobsJobs Belgium](#)[Flightattendantjobs](#) ↗
- 2. Business Development Manager - Sea Freight Forwarding**[Shanghaijobs Jobs Belgium](#)[Shanghaijobs](#) ↗
- 3. Business Development Manager - Sea Freight Forwarding**[Ukjobscareer Jobs Belgium](#)[Ukjobscareer](#) ↗
- 4. Business Development Manager - Sea Freight Forwarding**[OsakajobsJobs Belgium](#)[Osakajobs](#) ↗
- 5. Business Development Manager - Sea Freight Forwarding**[Nodejobs Jobs Belgium](#)[Nodejobs](#) ↗

6. Business Development Manager - Sea Freight Forwarding [Musicjobs Jobs Belgium Musicjobs ↗](#)
7. Business Development Manager - Sea Freight Forwarding [Mumbaijobs Jobs Belgium Mumbaijobs ↗](#)
8. Business Development Manager - Sea Freight Forwarding [Colombiajobs Jobs Belgium Colombiajobs ↗](#)
9. Business Development Manager - Sea Freight Forwarding [Visualcontentcareeropportunities Jobs Belgium Visualcontentcareeropportunities ↗](#)
10. Business Development Manager - Sea Freight Forwarding [Medicalnursejobs Jobs Belgium Medicalnursejobs ↗](#)
11. Business Development Manager - Sea Freight Forwarding [Francejobs Jobs Belgium Francejobs ↗](#)
12. Business Development Manager - Sea Freight Forwarding [Datasecurityjobs Jobs Belgium Datasecurityjobs ↗](#)
13. Business Development Manager - Sea Freight Forwarding [Baghdadjobs Jobs Belgium Baghdadjobs ↗](#)
14. Business Development Manager - Sea Freight Forwarding [Scholarjobs Jobs Belgium Scholarjobs ↗](#)
15. Business Development Manager - Sea Freight Forwarding [Johannesburgjobs Jobs Belgium Johannesburgjobs ↗](#)
16. Business Development Manager - Sea Freight Forwarding [Webdeveloperjobs Jobs Belgium Webdeveloperjobs ↗](#)
17. Business Development Manager - Sea Freight Forwarding [Searchamericanjobs Jobs Belgium Searchamericanjobs ↗](#)
18. Business Development Manager - Sea Freight Forwarding [Sqljobs Jobs Belgium Sqljobs ↗](#)
19. Business development manager - sea freight forwarding [Jobs Belgium ↗](#)
20. AMP Version of Business development manager - sea freight forwarding [↗](#)
21. Business development manager - sea freight forwarding [Belgium Jobs ↗](#)
22. Business development manager - sea freight forwarding [Jobs Belgium ↗](#)
23. Business development manager - sea freight forwarding [Job Search ↗](#)
24. Business development manager - sea freight forwarding [Search ↗](#)
25. Business development manager - sea freight forwarding [Find Jobs ↗](#)

Source: <https://be.expertini.com/jobs/job/business-development-manager-sea-freight-forward-belgium-michael-page-d2347fd8da/>

Generated on: 2024-05-02 by Expertini.Com