



Die besten Köpfe liefern die besten Ideen.

GLOBAL BUSINESS DEVELOPMENT MANAGER (M/F/D)

JOB ID 180349

Founded in 1853 our client has developed into a world market leader in the production of pumps and system solution for various applications in the Oil- and Gas Industry, alongside other segments such as Marine, Chemicals and Food & Beverage. Head Quartered in Obernkirchen, Germany our client is a global player with offices around the world.

To strengthen the business our client is looking for a **Global Business Development Manager (m/f/d)** based in Europe

Your tasks

- Development of existing and new customers and markets
- Training local sales force, agents and distributor
- Development of the agents and distributors network
- Responsible for performance and margins
- Visit, organise and participation of relevant industry exhibitions and fairs
- Promote product portfolio
- Market research and studies
- Organise customer events, forums, training and seminars
- Opportunity recognition (based on competition, benchmarks and SWOT-analysis)
- Identify new markets and markets segments to apply to clients product range
- provide input for strategic plan to Global product manager
- Strategic actions based on own market analysis

Your profile

- Experience in Business Development, Marketing, Sales and Project Management
- Degree in economics, marketing, or industrial/business engineering required
- Fluent in English
- Pro-active and result driven
- Ability to work independently as well as team orientated
- Strong organizational skills
- Ability to work in international environment
- Willingness to travel intensively

Do you feel for more information like the position could be the next step in your career? Feel free to get in touch with our recruitment consultant Claus Peter Jensen on c.jensen@ah-recruitment.com for more information.

Althen Hensel GmbH
RECRUITMENT SOLUTIONS
Fruchtallee 15
20259 Hamburg
www.ah-recruitment.com