



## Business Development Manager – Regional

<b>Position / Title</b>	Business Development Manager – Regional Europe
<b>Commitment</b>	Full Time
<b>Degree</b>	Bachelor degree, Masters is a plus
<b>Major / Emphasis</b>	Business, Management, Economics, Marketing, international Relations, Engineering
<b>Years of Experience</b>	8+ years of relevant experience in business development Experience in B2B Enterprise Account Management is preferred (Portfolio includes but not limited to: Retail, Banking, Insurance or/and financial institutions etc...)
<b>Skills</b>	<b>Languages</b> English French is a plus

### Other Skills:

- Excellent written and verbal communication skills
- Public speaking
- Negotiation skills
- Ability to handle and complete multiple projects with deadlines
- Strong problem diagnosis and creative problem solving skills
- Working in a fast-paced environment
- Initiative and good decision-making skills
- Strong organizational and management skills
- Good networking skills
- Patient and can handle working under pressure
- Self-motivated, passionate, and disciplined approach
- Attention to details
- Perform other work-related duties as assigned



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### Responsibilities

- Identify new business opportunities, including new markets, growth areas, customers, products and services.
- Generate new revenue and help with the company's growth.
- Foster and develop relationships with customers.
- Generate leads and cold calling prospective customers.
- Develop opportunities in target markets with support of marketing.
- Nurture and develop relationships with key customer accounts.
- Meet with customers/ clients face-to-face or over the phone.
- Provide specialist advice on the products and/or services.
- Negotiate pricing with clients in line with internal guidelines.
- Work strategically by carrying out necessary planning.
- Implement operational changes.
- Prepare presentations.
- Work with the team to develop proposals that speaks to the clients' needs, objectives and challenges.
- Forecast sales targets and ensure they are met by the team.
- Train members and arrange external training when appropriate to ensure that the team members represent VALOORES in the best light.
- Set promotional strategy and activities.
- Seek ways to improve the business operation.
- Carry out sales forecasts and analysis.
- Submit weekly progress report.
- Ensure that data is accurately entered and managed with the company's CRM.

### Country

United Kingdom

### Travel

Willing to travel extensively (expect to travel or work in the overseas divisions of VALOORES) 50-70%