

Titel:

BUSINESS DEVELOPING MANAGER EU (M/F)

Location:

Northern Germany

Reports to:

Managing Director "Consumer Product Testing"

Company:

Our customer is an international life sciences company which provides a unique range of analytical testing services to clients across multiple industries.

Main responsibilities:

- Develop business strategy for food packaging testing with focus Europe
- Take care about very important key accounts
- Owner of P&L of total food packaging testing business (first start: DK plus Germany, later: other European countries)
- Coordinate the food contact strategy group
- Establishes and maintains effective relationships with major customers, their key decision-makers, distributors and other stakeholders to exchange information and views and to ensure that the Company is providing the appropriate range and quality of services.
- Works closely with the Management to set up short-term and long-term business plans.
- Represents the Company in negotiations with customers, distributors, suppliers and other key contacts.
- Develops specific plans to ensure revenue growth in the region.

Competencies:

- Technical knowledge about food packaging legislation and needs for testing
- Ability to buy and win people, empathic
- Willing to regularly travel within Europe
- Good in networking
- Entrepreneurship: A "Yes, can do" and "Customer comes first" attitude.
- Excellent team player who likes to work within a family-like atmosphere.
- Excellent sales (presentation, negotiation) skills.
- Problem-solving and analytical skills.
- Very good in English
- Excellent organizational skills.

Contact:

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