

Business Development Manager (m/f)

The Business Development Manager will play a key role in driving growth and expanding the company's presence within the EU+Middle East region. Responsibilities include identifying and acquiring new clients, nurturing long-term relationships, and developing tailored solutions to meet client needs. The successful candidate will actively participate in industry events, lead negotiations, and collaborate with internal teams to achieve revenue targets. Responsibilities of this role: - Identify and cultivate new client opportunities within the EU+Middle East region to expand the company's client base - Develop and maintain long-term relationships with clients, ensuring their needs are met and exceeded - Create customized solutions and commercial proposals tailored to meet the specific requirements of clients - Participate in industry exhibitions, conferences, and networking events to showcase company products/services and engage potential clients - Develop 'out of the box' business proposals that positively change the businesses of our partners as well as our results - Establish pricing structures, participate in negotiations, and finalize contracts and agreements with clients - Collaborate with production, logistics, marketing, and other departments to ensure successful product delivery and client support - Develop a deep understanding of the pet food products being sold to effectively answer client inquiries and provide recommendations - Monitor market trends and forecast demand to ensure product availability and optimize inventory levels - Permanently proper SAP CRM system usage in everyday work with the customers

Izvor: www.moj-posao.net

Lokacija: Zagreb

Datum objave: 24. May 2024.

Datum isteka: 23. Jun 2024.