

# Business Development Manager

Locations: Germany, Austria, Switzerland, Benelux, UK and Italy

## The Position

You report directly to the respective country's sales manager and you canvass and support large customers. Our business development managers address executives in the target enterprises. They have considerable sales responsibility with revenue and result budgeting. Maturity offers you considerable leeway for market-oriented sales activities. If you are successful, you have very good personal development perspectives. The payment for the position is very attractive and is, to some extent, success-dependent.

## The Task Area

The aim of the management task is to enhance the large key account area including intensive processing of the market. This includes canvassing and also personal support and consulting of potential key accounts at their respective locations and also the initiation of appropriate continuative product innovations. The current market position must be systematically expanded.

## The Following Challenges Await You:

- » Canvassing new customers and looking after existing key accounts
- » Achieving realistic revenue increases by means of a systematic approach on the market
- » Personally looking after potential key accounts in the region
- » Targeted customer talks
  - for general product consulting
  - to ascertain specific requirements
  - to identify market potentials
- » Conducting and successfully completing canvassing talks
- » Project responsibility for Proposal and order preparation with definition of contents, deadlines and prices
- » Observing the market and competition
- » Professional customer advice
- » Project management, monitoring and control of canvassed projects
- » Gathering market and product information

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## Your Profile

As the ideal candidate, you possess the following qualifications:

- » A qualification in business management
- » Ideally, you have completed an adequate course of study
- » Thanks to your previous professional background, for example as a consultant or a sales professional in a strategic business consultancy, you can distinguish yourself as a discussion partner of management
- » You are sales-oriented, you know how to strike deals and you are experienced in contract formulation
- » You identify with the service you sell

Your communication competence encompasses:

- » Rhetoric and presentation techniques
- » Moderation
- » Convincing body language
- » You have an entrepreneurial character and you act on the basis of »
- » your own initiative with social competence
- » Your cycle speed in operative work is high
- » You are capable of thinking and acting in an interdisciplinary and networked way
- » Your English skills are business-fluent

## We appreciate the following personality traits:

- » «Value selling» talent
- » Ability to work in a team with social competence
- » You are a systematic worker, and are persistent in your pursuit of goals
- » Good organisational talent
- » Flexible in the way you think and act
- » Ambitious, enthusiastic and able to work under pressure - you act swiftly and plan exactly
- » Personal acceptance towards the inside and outside
- » Absolutely loyal, with integrity and honesty
- » You are able to recognise the essential and you have an eye for detail
- » You know how to inspire clients with different mentalities
- » You are able to discuss convincingly, both objectively and technically

## Still curious?

Then send your application papers, which we will handle with discretion,

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