



PR/086719 | Business Development Manager (m/f/d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1503894

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:30

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

confidential

JOB RESPONSIBILITIES

You will be responsible for customer acquisition and project/team management for the sales of software and hardware on our Platform. We are looking for individuals who are committed to achieving goals in a global environment.

- Conduct business negotiations with customers (automotive, battery manufacturers, etc.) and secure deals
- Execute necessary activities with the team, including presentations to customers, negotiations with domestic and international clients, and contract reviews (with legal support)
- Develop repeatable negotiation patterns from a series of customer negotiations
- Share and facilitate customer requirements and feedback internally, and incorporate them into product development

with technical members

- Perform customer success tasks, such as providing after-sales support and project management.
- Analyze and consider information such as market reports, including customer feedback and technical perspectives, to contribute to strategic planning and valuable proposals to customers
- Share useful industry trend information with the team

JOB REQUIREMENTS

Must have:

- Minimum of 3 years of experience in either a sales role or a technical role involving customer interaction in the manufacturing industry
- Experience related to lithium-ion batteries in academia or industry, particularly in sales, customer service, or consulting
- Business-level proficiency in English or higher
- Driving License

Nice to have:

- Experience in large-scale sales contracts with major companies in the lithium-ion battery industry
- Extensive network within the lithium-ion battery industry
- Experience in sales and support for the implementation of SaaS products
- Team management experience, including team composition and KPI management
- Strong sense of ownership and a track record of continuous efforts towards project achievement

BENEFITS

- Annual paid leave
- Complete social insurance coverage
- Remote work policy available
- Travel allowance (If you use your own vehicle for sales activities.)
- The cost of gasoline/electricity for sales activities.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description