



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref No: JS/1378

BUSINESS DEVELOPMENT MANAGER

Client:

Highly-successful UK distributor of electronic and electro-mechanical components to the electronics sector. For the German subsidiary, we are now looking for a sales professional to add real value to the company's continuing expansion plans.

Location: Munich

Responsibilities:

- provide commercial management to existing customers and develop new business
- maintain close relationships with customers' organizations
- actively promote the company's products and services
- assume budget accountability for sales and profit contribution
- share market information with the group's sales teams
- liaise with the purchasing team to reduce costs
- manage inventory levels together with your customer base
- you report to the UK-based Sales Director

Requirements:

- a dynamic individual with very strong business acumen
- a successful track record within a similar role
- knowledge of the electronics industry and supply chain a distinct advantage
- first class project management, negotiation, communication and presentation skills
- enthusiastic, energetic and self-motivated
- willing to travel
- fluent English
- an ambitious sales professional who enjoys a non-hierarchical working environment

Please e-mail your application to: first@campbell.de