



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref No: MG/1313

BUSINESS DEVELOPMENT MANAGER

Client:

Leading US provider of network services to telecommunication network operators. The successful candidate will assume responsibility for the German marketplace and ensure strong revenue flows and market penetration.

Location: Stuttgart

Responsibilities:

- define and implement sales strategies, pricing policies and associated sales action plans
- develop the client base and forge key relationships
- analyse emerging market trends and competitive strengths and weaknesses
- anticipate client needs for new services
- create awareness/branding within the industry

Requirements:

- educated to degree level
- at least 5 years' successful sales experience
- solid knowledge of the telecommunications sector
- demonstrable track record of developing long-standing relationships with large, international and demanding companies
- an entrepreneur with strategic vision, at ease in a start-up environment
- willing to travel
- fluent in English

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