



Senior Business Development Manager

With Professional Experience

Your Tasks

- Develop and extend business relationships in the Telecommunications sector for operators across EMEA
- Target large Telcos for new business awards across EMEA
- Develop and extend business relationships in all major operators in the region
- Prepare key account plans and position WEEE Group for all relevant service tenders
- Develop and present innovative service solutions for your target customers (refurbishment, repairs by swap-replacement, device logistics services like collection and swap, retail solutions, supply, etc.)
- Develop proposals and prepare price calculations and quotes to customers
- Draft, review and negotiate contracts with the support of the functional experts
- Maintain customer relationships after the contract has been signed and during project implementation

Your profile

- University degree or comparable qualification
- 10+ years' sales experience in the telecommunications sector
- A sales hunter who can target key people within Telcos and build relationships with customers at the appropriate levels to secure new opportunities
- Willingness to travel in EMEA
- Ability to analyse innovative business processes, to develop and present service solutions
- Ability to communicate well on various levels of management
- Ability to work in an international team, to take the initiative and to self-manage him or herself.
- Technical background would be advantageous but not essential

