



BUSINESS DEVELOPMENT MANGER DACH

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Erkenningsnummer
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SHORT DESCRIPTION

A global company with more than 40 nationalities working together daily all over the world. You will work from the Brussels office with flexible home-working possibilities.

The company is a fast-growing company with tremendous ambitions to be the world's most famous brands "go-to partner" for all information on environmental, health and safety compliance!

As part an highly dynamic team, our client offer:

- A competitive salary package & benefits in line with the location you will work from.
- Flexibility, work/life balance, a fast-paced and driven environment.
- A position with room to drive performance improvements, supported by clear objectives and a pursuit for overall excellence.
- The opportunity to be part of a thoughtful business development strategy
- Accountability and innovation

You will be part of an fantastic international Sales Team !

WHO ARE YOU?

Currently, our client seeks an **experienced sales professional** with previous experience selling professional service offerings to large corporations to help grow their client base with multinational companies within the **DACH region: Germany, Austria, Switzerland.**

The right individual for this role will have a successful track record of creating and building business relationships with executive sponsors at the Director or VP level, experience with consultative & solution selling practices, and selling intangible rather than tangible products. This role is responsible for developing sales with new clients.

The role is a largely independent business development role for a sales professional with a high degree of business maturity.

The company will provide training, mentoring and support on our services and value proposition.

WHAT WOULD BE YOUR KEY RESPONSIBILITIES?

- Develop and execute sales plans and strategies for the territory, in coordination with the Global Head of Business Development
- Manage the sales process from prospecting to qualification through contract close through diligent follow up on prospective accounts
- Develop and maintain professional relationships with prospective clients within the territory in our target markets
- Create demand and continuously seek out opportunities to market and sell the products
- Independently calls on mid to senior level executives to generate sales of the company's catalog information services.
- Develops and manages a pipeline of qualified opportunities





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- Provide the Global Head of Business Development with visibility on the sales pipeline and forecasted revenue
- Assesses client's needs & writes effective sales proposals
- Develop, maintain and leverage your personal and corporate network to create sales opportunities
- Attend and participate at industry conferences and events
- Identify and develop relationships with strategic partners as necessary

SKILLS AND PERSONALITY

- Minimum 5-7 years of enterprise solution sales experience in Business-to-Business consulting / solution selling with a professional services firm. Data, legal, engineering, consulting or environmental industries preferred. Industry sales experience is an asset
- Proven experience selling to executive level
- Self-starter: working remotely, the ability to work independently is fundamental
- Team player: ability to work on a team in a collaborative environment, sharing information and best practices
- Must understand pipeline management, CRM and forecasting principles
- Strong consultative sales and solution selling skills. Expert listening and needs analysis/diagnosis skills. Excellent oral and written communication skills and outstanding presentation skills
- Native languages: **German and English**. Multi-lingual is an asset

