

Seda Ibérica is part of a privately owned multinational packaging group. We are a global leader in developing effective solutions for a broad range of packaging applications. By combining innovative manufacturing processes with state-of-the-art printing and converting technologies, we create packaging solutions to drive the market and promote and enhance the world's best-known brands. We are recruiting for a Business Development Manager (m,f).

The Mission of a Business Development Manager is to improve our company market position and achieve financial growth. This person defines long-term organizational strategic goals, builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions.

Responsibilities:

New Business Development

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. * Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

Client Retention

- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

Business Development Planning

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

Management and Research

- Submit weekly progress reports and ensure data is accurate.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.

- Forecast sales targets and ensure they are met by the team.
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Ensure all team members represent the company in the best light.
- Present business development training and mentoring to business developers and other internal staff.
- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

Requirements

- Proven work experience as an Account Manager, Key Account Manager, Sales Account Manager, Junior Account Manager or relevant role in similar industry or food industry.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive level.
- Solid experience with CRM software and MS Office (particularly SAP, MS Excel and PowerPoint).
- Experience delivering client-focused solutions to customer needs.
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail.
- Excellent listening, negotiation and presentation abilities.
- Strong verbal and written communication skills.
- Fluent in Languages: English and Spanish.
- BA/BS degree in Business Administration, Sales or relevant field.

Travel : Frequent travel is required to Spain

How to apply : Please send your detailed application (cover letter, resume, references, and salary expectation, in English) by email to RecursosHumanos_si@sedagroup.org. Applications will be treated only for this recruitment process and we will maintain the resume for 2 years.