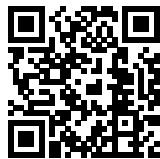


New Business Development Manager



Locatie

Drenthe, Zandpol

<https://www.advertentieX.nl/x-981572-z>

New Business Development Manager Vacancy: New Business Development Manager Looking to work in an international company with more than 35 different nationalities where collaboration and innovative ideas are key to drive future success? Seeking a role where you can add value and have the opportunity to develop and grow? Office Depot?Europe has an exciting opportunity for a?New Business Development Manager to join our European headquarters in Venlo, the Netherlands. The role is a?fulltime, permanent position?offering an excellent salary and benefits package. Your role as a New Business Development Manager Prepare a business development plan, generate sales leads and ensure conversion to business, in cooperation with other departments and after delivery and evaluation, hand over client to account management, in order to generate revenues with new clients for Office Depot. Develop, manage and ensure realization business development plan / budget for the assigned market / area and acquire approvalBuild and maintain a network of in- and external stakeholders / partners and represent the organisationApproach potential clients and collect, interpret and analyse potential clients needs and requests and assess whether Office Depot can be supportive in fulfilling these needs and / or requestsFormulate a solution, in conjunction with other departments in Office Depot, and prepare proposal to potential clientsDetermine a negotiation approach and negotiate with potential clients for goods and / or services in the assigned area, within the provided mandateCoordinate with internal stakeholders to ensure timelines and deliverables are met and evaluate sales and delivery process with clients, in conjunction with Account ManagementAfter evaluation, hand-over the client to account management, by providing all client informationContinuously monitor, analyse and advise on performance metrics with regard to quality of processes against requirements / norms and in consultation with relevant

internal partiesKeep up with internal and external developments and ensure development, transfer and maintain knowledge of internal informationWhat you need to be successful in this role:Degree and minimum of 5 years relevant experience with regard to business development in a B2B environmentProven sales & account management skills; to be able to assess opportunitiesPreferably experience related to our office supplies and broader range of product assortmentFluent knowledge of Dutch and English, spoken and written. Other language skills such as German would be a distinct advantageDedicated to meet the expectations and requirements of internal and external customersComplex sales selling skills and CRM knowledge and the discipline to keep track of everything correctlyCommercial, with a strong customer focus and customer awarenessWhat do we offer:As we care about our people?We will reward you?with an excellent salary and additional benefits package.

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A competitive salary, based on your experience
Variable bonus structure of 40%
A good work-life balance with 36 days of leave per year, based on a 40 hour workweek
Flexible working hours
A company car, laptop and mobile phone
Employee discount on Office Depot products
Solid company pension scheme
Collective health insurance and discount on private insurances
Accident & Disability Insurance paid by Office Depot
Several initiatives to stimulate your well-being like contributions for sport membership
Interested? Click 'Apply' today and take your next step towards a career with Office Depot Europe. Want to know more about Office Depot in the Netherlands? Visit our career-website: <https://careers.officedepot.eu>