

New Business Development Manager



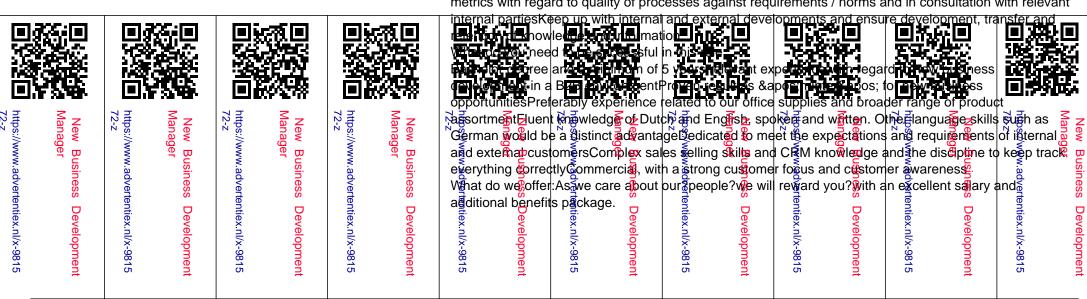
Locatie **Drenthe, Zandpol**

https://www.advertentiex.nl/x-981572-z



New Business Development ManagerVacancy: New Business Development ManagerLooking 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 ManagerPrepare 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, interprete 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



A competitive salary, based on your experienceVariable bonus structure of 40%A good work-life balance with 36 days of leave per year, based on a 40 hour workweekFlexible working hoursA company car, laptop and mobile phoneEmployee discount on Office Depot productsSolid company pension schemeCollective health insurance and discount on private insurancesAccident & Disability Insurance paid by Office DepotSeveral 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