Survey Sampling International

Employer: Survey Sampling Germany, Kaiserstrasse 13, 60311 Frankfurt

Job Title: Business Development Director

POSITION SUMMARY

As Business Development Director you will be responsible for developing commercial and industry relationships to generate new opportunities and/or new business with new or untapped clients.

ESSENTIAL DUTIES AND RESPONSIBILITIES

1. Develop sales strategy and tactics for prospective, former, or identified set of customers where business potential is unrealized. This includes identifying and research potential business opportunities, cold calls, penetrating existing client base, embedding in research decision process, face-to-face visits with decision makers, and appropriate follow-up activity.

2. Develop, expand and leverage the client relationships with focus on developing unrealized revenue through closing sales, effective up-selling and managing client expectations.

3. Facilitate bid process by qualifying RFP's, writing proposals, and developing effective pricing for clients.

4. Plan and track sales activities using the Company's CRM tool. Establish quarterly and annual goals for assigned territory. Provide annual, quarterly and weekly forecasts for territory.

5. Support the Client Services Department during the delivery phase to ensure client expectations are met.

REQUIRED SKILLS & QUALIFICATIONS

- University degree or equivalent work experience.
- 4 - 6 years sales experience ideally in the market research industry.
- Proven experience in developing new business and a strong customer orientation.
- Superior client service, interpersonal, critical thinking skills.
- Ability to build relationships and work well across functions in a collaborative team environment, sharing workload and responsibilities.
- Effective time management skills and ability to meet deadlines.
- Proficiency in Microsoft Office Word, Excel, and PowerPoint.
- German as native language and English fluent in both verbal and written communication.

A young team is looking forward to you and your dedication. In this responsible position as Business Development Director you will have the chance to shape your and our development in a market with large potential for growth.

Please respond with your complete and significant application in German language to:

Ronja.Kolb@surveysampling.com
Phone: +49 69 2980 2879 0

Please note that all applicants should have the right to live and work in Germany