



# Job Opening

## BUSINESS DEVELOPMENT MANAGER

<b>Country</b>	<i>France</i>	<b>Site</b>	<i>DEFTA SERVICE</i>
<b>Duration</b>	<i>Permanent</i>	<b>Functional Area</b>	<i>Sales</i>

*DEFTA is a major player in the metal parts creation industry. We design cutting-edge solutions for the automotive sector as a Tier 1 supplier and more broadly in the industrial sector, responding to the most complex challenges with ever more innovative methods.*

*With its 1,000 employees, DEFTA has a strong presence in Europe (France, Spain, Slovakia and Romania) and aims to continue its growth by constantly opening up to new markets and continuing to develop.*

### Missions & Responsibilities :

- ✓ Contribute, within the sales organization, to the development and supervision of consistent sales processes, the implementation of our business development strategy as well as strategic growth initiatives
- ✓ Manage 2 KAM
- ✓ Generate profitable growth through the addition of new customer partnerships
- ✓ Understand customer needs and present DEFTA's value proposition
- ✓ Determine strategic fit and successfully position products and solutions to meet needs
- ✓ Establish, cultivate, and develop relationships with new clients to develop new business opportunities by providing support, information and advice by seeking and recommending new opportunities
- ✓ Collaborate with the operational team to identify existing opportunities, on presentation development, and lead by working in tandem on sales prospecting opportunities
- ✓ Collaborate with cross-functional teams in product and process development to design, implement, and measure marketing approaches
- ✓ Attend industry business and customer events as well as networking opportunities
- ✓ Ensure accurate sales reports in a timely manner
- ✓ Travel within the EU to automotive industry partners, customers and other opportunities

### Skills & Educational qualifications (R) Required (P) Preferred

#### Educational Qualifications :

- ✓ Graduated from an engineering school, 5 years of successful experience in a similar position

#### Skills :

- ✓ Excellent technical, sales, negotiation and team-building skills
- ✓ Excellent knowledge of the office pack (Word, Excel...), as well as PowerPoint
- ✓ Excellent oral and written communication skills
- ✓ Mandatory English language proficiency

### Contact

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**Deadline for applications :** 30/06/2024