

Profile International Business Development Manager

What we need

HSB identification (www.hsb.nl) is growing in a unique market of ID solutions. We have successfully delivered large projects in our recent history. For our growth strategy we want to expand our sales team with international sales and business development manager(s). You will be active globally with emphasis on emerging markets in Africa, Middle-East or Asia.

Job description

- Realize sales targets in specified markets
- Develop and execute annual sales plan
- Building and maintain (local) partner network
- Propose new initiatives to customers (mainly governments)
- Hunt and qualify for business leads (leads, tenders, RFI, RFP)

Job requirements

- Higher education with technical background
- Over 8 years international sales experience in ICT market
 - Preferably over 5 years in identification market or related industry
 - Good international contact network
 - National government projects
 - IT solutions
- Proven experience in closing large sales contracts and international tenders
- Willingness to travel frequently
- Fluent in French is preferred

Competences

- Target driven
- Relationship manager
- Strong communication skills (oral, writing proposals)
- Right mix in commercial and technical skills
- Entrepreneurial spirit

What we offer

We offer a position with an excellent remuneration based on your qualifications and targets. You will work from your own home office between all travels.

If you are interested please contact Mr. Marcel Boogaard, CEO, at phone +31 348 43080 or send an email to vacature@hsb.nl .

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