

BUSINESS DEVELOPMENT MANAGER

JOB OFFER: Sales Manager — Business Development Manager

NUMBER OF POSTS: 1

EMPLOYER: Jason Marine Electronics Spain, SLU

SHORT DESCRIPTION OF BUSINESS ACTIVITY: Jason Marine electronics Spain is a new group company of Jason Marine Group with headquarters in Singapore, with 45 years of history. Asian leader group in marine electronics business.

JOB LOCATION: Algeciras (Spain)

WEB SITE: <https://www.jason.com.sg/>

Working conditions:

Duration of the Employment: Permanent.

Probation period: 6 months.

Working hours: 40 per week.

Salary: 28.000 – 35.000

Job Description:

We are looking for a Business Development Manager to promote our company in this continent. To excel in this role, you should have a compelling sales personality, know the maritime sector, willing to travel, being an active listener and develop long-term relationships with customers.

Responsibilities:

- Responsible for sales and business growth in Europe Marine, Offshore and Oil & Gas market.
- Develop and implement sales strategies to ensure profitable growth in sales revenue in both long and short-term.
- Contacting new customers in Europe (Ship-owners / Ship – managers / Service partners) and arrange meetings.
- Researching organizations and individuals to find new opportunities.
- Build and maintain rapport with key customers.
- Recommend and identify new opportunities, survey consumer needs and trends.
- Perform sales forecasting, contract negotiations and prepare quotations to customers.

- Meet regional sales financial objectives by forecasting requirements; preparing annual budget; scheduling expenditures; analysing variance and initiating corrective actions.
- Work closely with the Singapore teams to ensure efficiency in the sale and delivery of the products/solutions.
- Attending conferences, meetings and Maritime events.

Requirements:

- Strong communication skills and IT fluency.
- High level of English / Other languages is an advantage.
- Results Driven and service excellence.
- Good in relationship building.
- Excellent organization, communication and presentation skill.
- Good in Business Management.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- At least 3 years relevant experience in sales preferable in the Maritime Sector, and EU regions.

How to apply: Send CV in English to: aleksandar@jasoneurope.com with copy to: pcpmixto.eures@sepe.es quoting the name of the vacancy *Sales Manager* in the covering email.

Closing date: 31/08/2023