

JOBDESCRIPTION IHH-09-034



Business Development Manager (m/f)

Location: Cologne / Home Office

CLIENT

Tasks

Requirements

Job Offer

Contact

Our Client

Our client is one of the leading solutions providers in the LED based lighting industry with major offices around the world. Combining state-of-the-art technology with award winning design, our client develops sophisticated and innovative lighting systems and solutions for demanding professional customers in market segments like architecture, trade shows, exhibitions, corporate events, hospitality and entertainment as well as shops and shopping malls.

Our client provides a full suite of DMX hardware and software solutions, maintaining the highest standards with regard to the design, functionality, quality, and reliability of its LED applications. From product design, development and manufacturing to worldwide distribution, our client continuously attracts renowned architect, lighting designers, integrators as well as end user corporations worldwide.

Client

TASKS

Requirements

Job Offer

Contact

Tasks & Responsibilities

- You are responsible for the German spoken and new Eastern Europe territory, working with the existing base of clients and establishing new partner/client relationships..
- You are to define and implement sales strategies as well as interfacing with partners/clients on a daily basis.
- You are required to recognize opportunities for lighting solutions, interpret them, prepare quotations, and work together with partners in winning business.
- You are a member of the global organization, and work actively on leveraging the global capabilities and experience.
- You report directly to the General Manager.

Client

Tasks

REQUIREMENTS

Job Offer

Contact

Requirements

- Looking for a 1st or 2nd career step in a highly innovative and fast growing industry
- Bachelor degree working and thinking level, preferably with an education in engineering or IT
- Strong commercial drive (additional commercial education is a plus)
- Planning of light projects (LED and Controlling)
- Understanding of project request and send out project offer
- Eager to work together within an existing network as well as to “dive” into unknown areas, getting to know new people and build new relationships
- Persistence for “closing” and making the numbers
- Strong presentation and influencing skills
- Self-motivated, attitude to do what it takes to win
- Entrepreneurial attitude, high energy level, mixing pragmatism with professionalism
- Fluent German and English, both verbally and in writing
- Ability to organize, prioritize and report.

Client

Tasks

Requirements

JOB OFFER

Contact

Our Client Offers

- Market conform fixed salary and target-related quota
- Challenging and dynamic informal working environment
- Opportunity to be at the front edge of a highly innovative and fast growing company
- Opportunity for further development, both in (marketing and) sales skills, product and solution knowledge as well as personal leadership
- Lease car, laptop, mobile phone, etc.

Client

Tasks

Requirements

Job Offer

CONTACT

Interested?

For further information please consult our Managing Director, Claus Schneider.



Claus Schneider

Managing Director

Phone +49 (0) 89 456 944 33

Cell +49 (0) 172 68 35 910

E-Mail Claus.Schneider@i-h-h.com

Web <http://www.i-h-h.com>

Business Development Manager (m/f)

IHH INTERNATIONAL HEAD HUNTERS

Management- und Personalberatungsges. mbH

Räterstraße 24, 85551 Kirchheim / Munich

Geschäftsführender Gesellschafter: Claus Schneider

Amtsgericht München, HRB 107204

© 2009 IHH. Alle Rechte vorbehalten.