

Bedrijfsdetails

Baltimore Aircoil Company, BAC, is a global manufacturer of **heat transfer products and services**. We specialize in developing resource-saving evaporative cooling equipment that conserves water and energy. The products of BAC Europe are distributed across Europe, the Middle – East and North Africa.

Functie

To strengthen our EMEA HQ in Belgium, we're recruiting a Business Development Manager – Datacenters London

The business development manager will be part of the Regional Business Development team, focusing on strategically and fast-growing markets for BAC. Through focusing on these markets and building strategic partnerships, you will be responsible for developing new customer and partnership opportunities and building a robust customer pipeline. In this role you will work closely across all BAC regions and third party consultants and report directly to the Director of Business Development EMEA.

Are you a growth-oriented and dynamic manager who is relentless at beating the competition?

- You build strategic business partnerships and alliances to enhance BAC's position in the industry, including key accounts, relevant design consultants, EPC companies and contractors.
- You maintain and share professional knowledge through education, networking, events and presentations. You contribute to BAC's regional trade show presence and marketing message at relevant trade shows. You develop proposals and presentations for new business materials to create and nurture business opportunities and partnerships.
- You support and follow up the global sales strategy with appropriate KPIs to track progress versus objectives. You contribute to the development of effective marketing materials and selling tools, utilizing knowledge gained of the entire cooling system for market specific applications, influencing customer design and specification requirements.
- You are accountable to drive profitable growth of BAC's business in high growth markets. By collaborating and creating value together, you support the regional and global business development organization. To deliver outstanding customer outcomes, you work hand in hand with customers and our regional BAC sales teams.

Profiel

Are you a collaborative person who can influence both with and without authority?

- You combine a master's degree in engineering (or equivalent) with a proven track record of experience in key account management or sales management in an international manufacturing industry.
- You are highly customer oriented, supported by first class listening skills and professionalism. You can captivate and convince an audience thanks to excellent communication, presentation and training skills.
- You have experience in delivering client-focused solutions and knowledge of design, engineering and operations of common infrastructure in the relevant markets and stay up to date on knowledge of the entire cooling system.
- Besides having the ability to make effective and persuasive presentations on complex topics to diverse audiences, you can also motivate and negotiate effectively with multiple stakeholder groups to take the desired action.
- You can express yourself fluently in English. Knowledge of any other language such as Dutch, French and German is an asset.
- The willingness to travel on a frequent base (40%) is necessary. On a regular basis you are expected at BAC Belgium.

Aanbod

What we offer you?

- An exciting job within an international environment at a market leading company.
- You'll work in an enthusiastic company and team where we stimulate training and personal development.
- An international company with a strong focus on sustainability.
- A competitive salary added with fringe benefits.

Locatie:

London, United Kingdom

BALTIMORE AIRCOIL

Industriepark Zone A
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België

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Url:

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Interesse?

Voor meer informatie:

Bel **ELISA GOOSSENS**

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