



Job Description

Job/Title:	Business Developer
Job level:	Position of trust and confidentiality
Legal Entity/Department:	PalletBiz GSS
Direct reference:	COO, Global Sourcing & Sales
In-direct references:	Global Sales, Board of PalletBiz Denmark
Back-office (s):	Denmark & Poland

Competencies/Capabilities:

Basic Competencies/Experience:

- German & English – written and spoken languages. Danish and Polish would be an advantage
- Higher relevant education in Economics or Business Administration field
- Relevant management training
- Minimum five years of management experience
- Good experience from Sales, Marketing and Business Development
- Proficient IT-user (min.: Microsoft software systems)

Capabilities:

- Highly efficient in personal sales
- Experience in developing, implementing and managing sales portfolios
- Experience in development of sales concepts and marketing activities

Personal characteristics:

- Open and extrovert
- Proactive approach to business development
- Loyal and thinking “Win/Win”
- Good analytical abilities and commercial thinking
- Engaged and engaging!