



Job Description

Job/Title:	Business Developer
Job level:	Position of trust and confidentiality
Legal Entity/Department:	PalletBiz Hungary / SEE
Direct reference:	COO, PalletBiz GSS & Man. Director, PalletBiz RO
In-direct references:	Representatives from PalletBiz RO / GSS
Back-office (s):	Copenhagen (DK), Brasov (RO)

Competencies/Capabilities:

Basic Competencies/Experience:

- Hungarian & English – written and spoken languages. Other local languages 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 and/or supplier portfolios

Experience in development & implementation 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!

Socially intelligent & culturally adaptive