

JOB DESCRIPTION

Business Development Manager Poland & Eastern Europe

- Represents APsystems and develops sales and penetration of the products of the Company in the area for which he is in charge: Poland & Eastern Europe
- Prepares and signs off a sales plan with the schedule actions to implement in the market, defines route to market and proposition
- Provides accurate sales forecasts for the assigned areas and customer segments (Distributors/Installers)
- Ensures that the payments of order intake are completed on time
- Works closely with the trainer and marketing to set up customer training calendar / provides training for basic needs
- Provides monthly business reports including proposals according to the template used by the Company
- Manages administrative tasks related to the tasks referred to above and fill in the CRM when in place
- Actively seeks new customers by any means and according to Company strategy and the score card policy of the Company
- Provides a report of his activity on request of his direct manager and/or participates in sales meetings at places specified by the Company
- Negotiates prices with customers in compliance with the pricing policy of the Company, and only for products and services of the Company or authorized by the Company,
- Informs on a regular basis about competition, market shares, price trend, legislation, key figures of the market

For all the content of this Agreement, the Consultant provides his reports to and works closely with the Sales Director Benelux, Central & Eastern Europe, title (sales forecasts, weekly sales meetings, shared practices, ...)