

The Open World of Finest Weighing Solutions. Since 1866.



Although Bizerba has not invented the weight, we have definitely paved the way for modern weighing technology. Since 1866, our name - like no other - has stood for efficient weighing, slicing and labeling solutions. Today, we operate in 120 countries with approximately 4.300 employees.

For our location in **Italy, Belgium, United Kingdom & Spain** we are looking for a

Business Development Manager (m/f/d) Retail Solutions

We're seeking a passionate retail sales specialist to sell our unique IT and software solutions to Retailers that help enhance the shopping experience and their business. We're seeking a quick learner with strong listening and negotiating skills, and someone with presence who can showcase our unique offerings in a compelling way.

Your tasks

- Implementation and further development of the global sales strategy
- Establish strong relationships with Key Accounts and gain insight to their special needs and requirements to identify how our solutions can be integrated
- Meet quarterly and annual sales and activity targets
- Adjust sales techniques based on interactions and results in the field
- Generate leads and grow existing relationships, maintaining an accurate, detailed CRM
- Execution of market research and competition analyses and identifying of opportunities

Your qualifications

- Bachelor's degree in Economics or Business Information Systems
- 3-5 years proven experience in IT and Software sales
- Demonstrable ability to communicate, present and influence credibly and effectively at all levels
- Strong business thinking and a high degree of result orientation paired with a "never give up" attitude
- Very good knowledge of Microsoft Office skills in CRM, Excel and Power Point
- High levels of energy, passion and motivation (Hands-on mentality)
- Ability to analyse business opportunities and experience closing enterprise level deals
- Retail and Retail IT infrastructure knowledge is welcome
- Fluent English both written and verbal (depending on location also Spanish, French, Dutch and Italian)
- Flexibility and high willingness to travel

Our offer

At Bizerba, we bring together the traditional values of a family-run company and the international career development opportunities of a globally operating group. That is what we call "Bizerba Open World" and we are looking forward to developing this further together with you.

Your application

We are looking forward to receiving your application - specifying the earliest possible date of joining and desired salary. Our contact: Name - T +49 7433 123465 – Judith.Knobloch@bizerba.com

www.bizerba.com