

Business Development Manager

Company Overview

Global Inkjet Systems (GIS), a division of Nano Dimension, is an awarding-winning global leader in the development and supply of key application software, electronics, and ink system components into the industrial inkjet printing market. Our focus is on designing tailored next generation software, advanced printing system components, and providing services for customers worldwide, such as direct to shape printing, inkjet hardware components and 3D printing.

We foster a friendly culture for people to work collaboratively, communicate openly to challenge norms and nurture people to create future thought leaders.

Position Overview

As a Business Development Manager at Global Inkjet Systems, you will play a pivotal role in driving revenue growth by not only identifying and securing new business opportunities but also by developing and nurturing relationships with customers in a wide variety of industrial segments. Understanding customers' project and product development needs, design, commercial and technical objectives, and overall business plans, you will be responsible for bridging between customers and markets and our internal teams.

Key Responsibilities:

1. Business Development:

- Target efforts to engage potential customers in the Industrial Inkjet Printing and other relevant sectors.
- Develop and execute strategic sales plans to achieve revenue goals.
- Cultivate and maintain a robust sales pipeline through networking and sales activities with support from marketing and the wider team.

2. Client Partnership:

- Collaborate closely with customers to understand their product design and development requirements.
- Act as a trusted advisor, providing insights and solutions, both technical and commercial, to address customer needs.
- Develop propositions, as presentations and proposals to showcase our capabilities and value proposition.

3. Project Coordination:

- Liaise between customers' teams and our internal engineering teams.
- Ensure that client expectations are effectively understood, communicated and met throughout their project and product lifecycle.
- Monitor project progress and communicate regular updates to and from customers.

4. Negotiation and Contract Management:

- Negotiate sales agreements for pricing and terms that define and secure relationships.

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- Explore all forms of partnership opportunities

5. Market and Competitive Analysis:

- Stay up-to-date with industry trends and market dynamics.
- Analyse competitor and associated key component technologies and offerings, plus their market positioning, to inform sales strategies.

Qualifications:

- Proven track record of success in sales.
- Interest in and ability to build and maintain long-term client relationships.
- Strong understanding of technical product design and development processes.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated and results-driven.
- Knowledge of the inkjet printing sector is a plus.
- International travel is likely to be a significant proportion of working time.

In addition to a competitive salary, we offer the following:

- Pension contributions
- Private health insurance
- Life insurance
- Company-funded staff kitchen with snacks, chocolate, drinks and fruit
- Company-funded social events
- Company-funded Charity Committee
- 25 days annual leave