



**Kolektiv d.o.o. Sarajevo - Agencija za posredovanje u zapošljavanju**

## **Business Development Manager (m/ž)**

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Agency MojPosao.ba - Kolektiv Ltd. is currently looking for a new team member for its client in manufacturing industry.

Business Development Manager

Location: Visoko

We are looking for a motivated Business Development Manager (BDM) to join our team. This role requires a proactive approach to account management and new business sales.

About the role

- Working in an international business environment
- Career promotions and frequent travels through Europe
- You will be responsible for creating new opportunities and increasing sales

MAIN TASKS AND RESPONSIBILITIES

- Responsibility for driving business growth within the company
- Generating leads and prospective customers
- Researching new market opportunities and growth projects abroad, making sales projections and revenue forecasting in accordance with projected revenues
- Meet with customers/clients and increase customer base
- Prepare business development strategy and customer relationship plan
- Manage the sales pipeline and prepare sales forecasts, reports, and analysis

PROFESSIONAL AND GENERAL QUALIFICATIONS

- High school diploma, or bachelor's degree (Economy, Management, Engineering)
- At least five years of experience as a BDM or a similar position in the fastener or similar industry
- Developed research and strategy-making skills
- Expressed business intelligence
- Hands-on management approach with a high level of responsibility
- Willing to work independently within a multinational environment

SKILLS AND COMPETENCES

- Strong communication, organization, presentation, and negotiation skills
- Active driver license (B category)
- Advanced English language and MS Office knowledge

Advantages (not mandatory)

- Sales certificates

- Knowledge of Arabic language

What we offer:

- Friendly work culture and hybrid working environment
- Education/mentoring in Dubai
- Competitive compensation package
- Funds for work (laptop, cellphone)
- Companies' car 24/7
- Opportunity for personal development
- Possibility to travel.

Application process

If you are interested in this position and meet the above conditions, please fill out the form on the [LINK](#).

**Lokacija:** Visoko  
**Datum objave:** 24. Oct 2023.  
**Datum isteka:** 08. Nov 2023.