

LOGO

SMART GROUP RECRUITMENT d.o.o.

Head of Business Development Croatia (m/f)

The Head of Business Development Croatia will lead efforts to expand our client's market share in Croatia through strategic planning, client acquisition, and the development of long-term partnerships. This role requires a results-driven sales professional with expertise in logistics and supply chain management, capable of navigating the demands of service-oriented industries and achieving growth in a dynamic market. Key Responsibilities: - Strategic Market Development: Develop and implement a business development plan to increase our client's market share in Croatia. - Client Acquisition and Retention: Cultivate relationships with existing clients while identifying and pursuing new opportunities. Leverage professional networks to establish partnerships and drive sales. - Sales Leadership: Lead sales initiatives for road freight, intermodal transport, warehousing, and customs services, ensuring alignment with company objectives. - Market Analysis: Monitor industry trends, competitor strategies, and client needs, using insights to refine business development strategies. - Operational Collaboration: Partner with operations teams to ensure high-quality service delivery across transport, warehousing, and customs solutions. - Process Improvement: Streamline sales and account management processes to boost efficiency and effectiveness. - Reporting and KPIs: Measure and report sales performance, delivering actionable insights while achieving key performance indicators (KPIs).

Izvor: www.moj-posao.net

Lokacija: Zagreb

Datum objave: 22. Nov 2024.

Datum isteka: 02. Dec 2024.