



Business Development Manager – EMEA

Taking on a dynamic role in fast-growing environment, the Business Development Manager (BDM) will be responsible for developing business for the delivery of industrial laser solutions to targeted industries by promoting Laserax's leading technology to the end users, directly or in partnership with the company's sales network.

Company Information

Laserax is a laser system manufacturer that provides efficient, innovative and safe solutions for the most demanding industrial applications. We rely on a team of laser technology experts to offer a complete range of products for laser marking and laser cleaning.

The BDM will develop and deploy the territory's sales strategy, which will be aligned with the company's goals and objectives. The ideal candidate will be the key player in rapidly growing the sales network in the EMEA region and provide guidance to achieve a maximum growth—all while maintaining profitability.

Working remotely from a key location in Europe and reporting directly to the Director of the Sales and Business Development who is located to Laserax headquarters, the BDM will be required to frequently travel to visit customers and partners.

Job Responsibilities

- Drive sustainable financial growth by boosting sales and forging strong relationships with new and existing customers.
- Rapidly develop the sales network in targeted regions to achieve sustainable growth.
- Frequently visit existing and potential customers to promote Laserax's leading technologies to create business opportunities as well as negotiate and close deals
- Prepare sales contracts to ensure adherence to law-established rules and guidelines
- Guide the sales network in providing adequate support for industrial laser solutions in line with customer requirements
- Manage EMEA Field Application Specialists for efficient technical sales support
- Develop accurate sales forecasts and reporting
- Ensure that opportunity pipelines are constantly up-to-date in the company's CRM
- Assist in the development and implementation of marketing plans
- Attend major events involving existing and potential clients
- Gather and share input on the market and potential applications with headquarters
- Look for new methods to improve existing sales processes and recommend improvements



Requirements

- 7+ years of experience in a direct sales position for industrial equipment
- Demonstrated hunter sales profile (growing market share and closing deals)
- Strong communication, interpersonal and negotiation skills
- Good understanding of customers, market dynamics, and requirements in at least one of the following industries: automotive, primary metals or industrial lasers
- Able to work independently as well as a team player in a dynamic and fast-growing business environment
- Excellent prioritization and organizational skills
- Must be able to provide detailed written reports that effectively communicate customer needs and market contexts
- German and French skills are definite assets
- Ability to travel frequently
- Valid passport and driver's license

Our corporate values are
Fun - Expertise - Commitment - Creativity

Send your candidacy to
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