

JOB DESCRIPTION



Company: 2e Systems GmbH

Location: Bad Soden am Taunus (Frankfurt), Germany

Web: <http://www.2e-systems.com/>

Type of Employment: Full Time Employment

Business Development Manager (m/f) - Frankfurt

2e Systems is looking for a professional Business Development Manager to join our team in the Frankfurt area (Bad Soden am Taunus).

2e Systems GmbH

We are a well-established, international software development company providing IT services to airlines all around the world. We have a very positive and laid back office atmosphere where hard work is recognized and team spirit is encouraged.

What the role entails

- Sourcing new airline clients for our software solutions
- Sourcing and contacting leads
- Developing the sales pipeline
- Networking with other professionals
- Visiting prospects and existing clients
- Attending related conferences
- Being self-motivated as well as a team player
- Thinking outside of the box and being creative in assessing new business opportunities

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Our clients are airlines of varying sizes from around the world, that are interested in our e-commerce solutions and passenger and crew applications that support our customers' needs. Typically, you will be targeting all tier airlines in established markets and identifying potential new business, developing a strong pipeline with a clear vision of prospective airlines that would benefit from our bespoke solutions.

The preferred candidate will have extensive experience in the airline sector with an understanding of software solutions within the industry. The successful candidate will use their knowledge, contacts and determination in supporting 2e System's sales objectives.

What we're looking for

- Determination to succeed in a sales role
- Confidence and a positive outlook
- Customer-focused approach
- High energy and drive
- Excellent communication skills (English)
- Aspiration to grow into a leadership position
- Team player who is willing to work to tough deadlines
- Ability to prepare comprehensive proposals
- Current permission to work in Germany

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What we offer

In return, you'll be rewarded by working in an entrepreneurial environment, with a dynamic and professional team of software experts and project managers. We also offer:

- **Excellent earning potential**
You'll receive a base salary related to your experience as well as an incentive package.
- **Career progression**
We are growing, so the potential is there to increase your experience and move into a sales leadership role.
- **Exposure to global customers**
We have offices and airline customers around the world.
- **A pleasant international working atmosphere**
There are more than 15 nationalities represented in the Frankfurt office alone.

You will join a highly motivated global team which is spread across Germany, Croatia, Australia, the USA, the UK and Ireland. Communication skills, enthusiasm and a willingness to learn are important and therefore various skill levels will be considered for this role.

If you are looking for the next step in your career and think you could be our ideal candidate, send your CV & cover letter explaining why you would be perfect for the job to jobs@2e-systems.com.

Applications without a cover letter will be disregarded.

Please note: we will only consider applications from individuals who hold current and valid permission to work in Germany.

Address

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Germany

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