



<https://www.bronsconsulting.nl/vacature/senior-business-development-manager/>

Senior Business Development Manager

Beschrijving

Senior Business Development Manager

Company: NovioSound (www.noviosound.com)

Location: Hybride/Enschede (The Netherlands)

Natural communicator and seller of product ideas and business to market and investors.

Novio Sound introduces a revolutionary technology concept which instantly filters out noise and undesired sounds.

This concept can be successfully implemented in various applications to different markets.

Why work with NovioSound

- Startup with a groundbreaking technology
- Be at the base of the successful market introduction of this new technology to one or more markets
- A rewarding challenge

Position

You will develop the expansion opportunities in current and future markets, identify new/future market agendas that translate into measurable and sustainable profit, translate these opportunities into a vision for long-term planning with corporate business objectives.

You have a key role in the Management Team of NovioSound. You will work closely within the MT to create and deliver a coherent and successful strategic approach to the market, current and future investors (shareholders) and partners.

- Growth Planning: Providing a forward-looking growth plan for the business. Recognizing external trends and opportunities;

- Thinking through sophisticated implications, to identify and target new market opportunities. Identify the best technology roadmap to support the portfolio especially when supporting related segments. That is proactively engaging in prioritisation and balancing of business growth, market expansion and product development against the required enabling technology roadmap.
- Market Analysis: Providing clear and practical segmentation models about customers and markets.
- Market Development: Connecting the market segmentation to the roadmaps, strategy development, product definitions, and competitive analysis.
- Competitive Analysis: Anticipating driven threats or opportunities. Compiling valuable competitive intelligence that facilitates value propositions differentiating PPA products and services from competitors.
- Customer Voice: Possessing an understanding of customer needs and priorities across the purchase and use cycle and using this to provide accurate and actionable customer voice. And translate that into internal communication in an engaging way that keeps technicians aware, challenged and motivated.
- Business Planning: Guide Strategic Long Range Planning (STRAP) process. Work closely with internal partners and customers to ensure that long term business objectives are met.
- Portfolio Management Setting a clear agenda for meeting emerging customer needs based on a clear understanding of highest-impact customer priorities and changing marketing dynamics.

Werkgever

Brons Consulting

Type dienstverband

Volijds

Industrie / Sector

High Tech

Werklocatie

Enschede

Werken op afstand mogelijk

Werktijden

Flexibel

Basis salaris

€ 100.000 - € 150.000

Geplaatst op:

mei 24, 2024

Requirements

- At least a Bachelors degree in a relevant technical field.
- Minimum of 5+ years strategic business development experience.
- Is open minded, value difference and respectfull to differences.
- Can sell a technology concept to different stackholders.
- Shown ability to connect with diverse audiences.
- Superior communicational skills in English.
- Shown experience in developing business cases and lead business objectives.
- Willing and able to travel 50%.

Terms

- On tagert salary up to € 150K.
- Possibility to participate in the company.
- Others to support a successful fulfilment of the position.

More information and/or application

For this contact Dick Brons (Director Recruitment) by phone 06 348 19 201 and /or mail dwb@bronsconsulting.nl .