

Business Development Associate

Company Profile

Aircrete Europe is a rapidly growing, experienced and innovative project organization and technology provider for building solutions for the international concrete industry. For over 40 years, Aircrete Europe is delivering the most innovative turnkey AAC (Autoclaved Aerated Concrete) plants and cutting-edge plant technology around the world, using advanced technologies and process know-how as the foundation for unique and tailored plant solutions. Our main service is the design, construction and startup of new AAC factories worldwide. In our international team we have more than 18 different nationalities to support our international clients and projects.

Job Description

Aircrete Europe is looking for a highly analytical and ambitious **Business Development Associate** to support our international Business Development team. Experience in or proven affinity with the real estate, construction market and/or building materials sectors are considered an advantage. The vacancy concerns a dynamic position within the Business Development department of Aircrete Europe with active involvement in multidisciplinary international projects. As a Business Development Associate, you will be responsible for supporting the Business Development team in a wide range of activities, including involvement in originating, and developing sales opportunities globally. You will be involved in both inbound (reactive) and outbound (proactive) sales activities both with respect to greenfield (new turn-key plants) and brownfield projects (sales related to existing plants). We have an analytical approach to business development, which requires strong financial and strategic analysis and tailor-made customer propositions.

You will be a member of Aircrete's young, dynamic and very international Business Development team where English is the primary working language.

The main activities of the function are focused on:

- Follow-up with incoming requests from prospective clients.
- Preparing sales presentations and continuously improving the set of sales tools.
- Developing new sales tools to support the Business Development team
- Creating supporting documentation and analysis in Business Development projects
- Preparing sales quotes and sales orders and timely and accurately following-up on sales opportunities.
- Analyzing potential new markets, including creation of long lists and shortlists of potential customers.
- Pro-actively approaching prospective customers, agents, authorities to promote AAC and Aircrete's technology.
- Preparation of fairs, sales visits and sales road shows (globally).
- Conduct on-going research and analysis of the worldwide and country-specific AAC market.
- Stay current /up-to-date with trends and innovations that may impact business interests and for identifying new market segments.
- Assist in the development of all area-specific marketing and sales goals

Job requirements

- A Bachelor's degree in (Business) economics / finance and/or engineering/technology.
- Preferably 1-3 years of demonstrable relevant working experience.
- Excellent speaking and writing skills in English. A second international language is desirable.
- High level of critical and logical thinking, analysis, and/or reasoning to forecast and identify trends and challenges and to identify underlying principles, reasons, or facts.
- Excellent organizational, strategic, planning and implementing skills.
- Excellent skills in Microsoft Excel and PowerPoint.
- Able to create realistic schedules and meet deadlines under stress and interruptions.
- Willingness to travel occasionally (worldwide), including occasional weekends.
- Affinity or experience with real estate, the construction industry or building materials sectors.

Contract Details

- A challenging full-time job (40 hours a week) in a fast growing and dynamic company.
- 1 year temporary contract, that is very likely to be converted into a permanent position.
- A competitive salary with bonus program in line with your role and experience.
- A growth path in responsibilities as well as in salary.
- Personal Development through training on the job, courses and external trainings.

Application/ More Information

For more information about the vacancy or to apply, please send your motivation letter and CV to recruitment@aircrete.com addressed to Mrs. Bercin Aslan, HR Manager.