

# Business Development Manager

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We are looking for a driven Business Development Manager who is ready to grow with us and take our organization to the next level! If you're a go-getter with a passion for uncovering opportunities, building new relationships, and diving deep into the exciting world of robotics and automated welding processes, you might just be the perfect fit for this role.

## What are you going to do?

As a Business Development Manager, you'll be the face of AWL in the US and your role is all about finding opportunities, crafting strategies, and building relationships that last. With a focus on creating new business opportunities in the (laser) welding industry, identifying companies where AWL's solutions can make a real difference. You will develop strategic plans and establish a strong funnel of opportunities where you'll stay on top of the status of each deal, ensuring clarity around size, scope, and next steps.

Building and maintaining strong relationships will be a key part of your role. Through regular communication and creative sales strategies, you'll become a trusted partner to customers while gaining a deep understanding of their businesses at all levels – from the shop floor to the executive suite. Networking will be a second nature to you while you'll represent AWL wherever opportunities arise. Alongside that, you'll dive into site visits to gather critical information and deliver tailored proposals that stand out.

## Furthermore:

- You will be attending industry meetings, conferences and events to identify sales opportunities and share insights with the team;
- Developing in-depth knowledge of AWL's product portfolio and utilize marketing and sales tools effectively;
- Collaborating closely with our sales team (sales and concept engineers) in the USA and in the Netherlands.

## What do you bring with you?

- A bachelor degree is required with at least 7-10 years of related experience;
- Solid background in business development or sales, ideally within the (laser) welding industry;
- Excellent communication and relationship-building skills with a creative, innovative mindset to every opportunity you pursue;
- Basic technical knowledge of different welding processes will help you hit the ground running (preferably laser welding);
- Willingness to travel extensively (up to 50%) is a must – This role is all about being out in the field, meeting people, and making things happen.

## What can you expect from us?

- A challenging, inspiring and professional high-tech work environment with a pleasant and informal working atmosphere;
- Plenty of opportunities to develop yourself;
- Besides this, we offer a competitive salary and benefits packages.