

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.