

BUSINESS DEVELOPMENT MANAGER

fly higher



Source: DR.KIT

«If you are a competitive person, then this might be something that you want to consider»
- MELANIE -

Aeronautics is an industry worth 220 billion Euros, providing 4,5 million jobs in Europe and is one of the key, high-tech sectors of the European Union.

OFFICE
AND
FIELD WORK

A DAY IN THE LIFE OF...
a business development manager

The main aim of the business development manager is to increase the number and value of company's contracts. Each working day, they have to manage their time, between administration work in the office and meetings with customers and prospective clients. One of the most important qualities for being a business development manager is the ability to understand customers' needs. This job requires diplomacy, notably during a negotiation for a commercial agreement. Of course, self-motivation is a good driving force in order to respond to a call to make a tender... and then win it.



Regions constituting Europe's leading pool of jobs in the field of aeronautics

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MAIN ACTIVITIES

Realise extensive market and competition researches, analyse them and collect information with the development business team (for writing proposals, reports and specifications)

Develop strategies to extend in new markets

Maintain good relationships with customers

Clarify each party's aims and reach agreements in an attempt to meet all parties' interests

Answer to project bids and acquire new projects depending on feasibility and cost-effectiveness

Plan and prepare presentations in order to inform colleagues and customers of current developments and projects

MISSIONS

Maintain existing customers

Analyse the market and the competition

Inquire about new business opportunities

EXAMPLE OF PROJECT

Find and cultivate prospective new customers

SKILLS & KNOWLEDGE

Marketing and Business knowledge

Excellent knowledge of the aeronautical sector

Management knowledge

Computer knowledge

Negotiation skills

Communication skills (oral and written)

QUALITIES

Spirit of initiative

Commercial sense

Ability to synthetise ideas and prospects

Good interpersonal skills

Analytical turn of mind

QUALIFICATIONS

Bachelor's or master's degree in:

- Finance
- Marketing
- Business Management
- Business Administration



For more information please visit: www.flyhigher.eu