

Business Development Manager

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Company: C.H. Robinson

Location: İstanbul

Category: other-general

As the , you will primarily be responsible for the generation of new business for our start up Istanbul Branch.

You will play a key role in developing the High Care (Secured European Road & Rail Transportation) services by acquiring new profitable and sustainable customers. Utilizing your excellent business development and relationship-building skills, you'll directly generate revenue and drive new business by managing face-to-face sales meetings, presenting recommendations for supply chain improvements, and closing the sales.

You will be part of an experienced team which is fueled by a real entrepreneurial passion for innovation, growth, and a relentless dedication to making the customer's sensitive supply chains successful.

Responsibilities:

Provides a macro view of industry and educates network commercial leadership on current market trends/pressures. Acts as a subject matter expert on high care transportation services to transfer knowledge within the network and our external customers

Applies multi-faceted knowledge of market intelligence, carrier information and internal data/intelligence to identify new opportunities, provide customers with business insights, and improve mutual outcomes

Conducts regular business reviews partnering with commercial and account management teams, leveraging internal analytics and market intelligence to gain customer insights, and understands positive and negative trends in data, to uncover new

opportunities for growth, increase sales, and retain and grow the business by presenting strategic solutions to the customer

Build, manage and nurture a sales pipeline of interested prospects

Penetrates the customer portfolio assigned, by making contacts and building relationships at multiple levels and in multiple departments within the account in partnership with commercial and account management teams.

Shares customer specific data, requirements, and expectations with internal resources in order to collaboratively create viable supply chain solutions for customers

Uses effective negotiation and sales strategies in discussing pricing and selling solutions

Stays informed of changes within the customers' business, industry and sector through regular customer communication; applies that knowledge to identify new opportunities

Work closely and collaboratively with sales and internal teams to develop and implement prospect communications

Responsible for connecting with prospects and generating opportunities with new and existing customers; set up customer calls and/or meetings

Develop strategies to drive more qualified leads

Required Qualifications:

2+ years of business development experience in a similar position

Strong commercial skills and demonstrated ability to drive business results

Good understanding of European road, rail & shortsea transportation industry, preferably experience in high value theft targeted (HVTT) transportation

Ability to build relationships

Demonstrated strategic orientation, negotiation skills and business expertise

Comfortable engaging with all levels including senior leadership, carriers, and customers

Social competences: acts as team player and builds relations easily (non-hierarchical attitude).

Bachelor's or master's degree in Supply Chain Management, Commercial Management, Business Administration or equivalent

Good level of English is a must, any other European language is a plus

Management experience in a dynamic, analytical minded and international environment preferred

What does C.H. Robinson offer you?

Real career possibilities and the opportunity to develop your talent in a fast-moving, global organization with a 'start-up' environment

A fun, positive, and open atmosphere, which encourages creative thinking

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