

Lamifil – Business development manager Cu Specialties

The team

- In this role, you mainly work together with your colleagues of the Business Unit Copper Specialties, the planning department, and operations to achieve joint commercial objectives.
- You will operate in tandem with the Inside Sales Support and the Key Account Manager.
- With our team, we develop and maintain a portfolio of alloys for critical applications in various international markets.
- With passion and expertise, we manufacture, starting from our own melting furnaces, copper alloy wires for automotive and aerospace cables, conductors for railway electrification, and alloys for 3D printing:
<https://lamifil.be/cu-speciality-wires/>

Your role

- Your focus is sustainably growing our year on year sales of our copper alloys wires in new markets, to fulfill assigned targets for strategic objectives. You identify and follow up on prospects and leads in diverse B2B markets, engage with potential customers and adjust strategies where needed.
- You work towards a good understanding of Lamifil's current products, USP's and capabilities, and effectively convey these to the client. You build on these to further differentiate our offerings.
- You conduct market research for new products and identify new potential for existing products in new regions; with new customers, based on trends and competitive monitoring with a go-to-market plan.
- You prepare quotes and offers, define contractual conditions for the customers and present your development plan and individual business cases to the senior management.
- You facilitate cross-functional cooperation within the organization in order to successfully and timely complete customer requests
- You adhere to safety, environmental, and quality guidelines, and signal areas for improvement.

Your profile

- Minimum five years of business development experience in an international, business-to-business, technical sales environment. Experience in ferro or non-ferro industries is a plus.
- You are a strong relationship builder with good presentation and negotiation skills.
- You have good organizational and time management skills, to plan and carry out responsibilities along strategic lines.
- You are able to understand technical product requirements and identify opportunities to sell a more qualitative, innovative or sustainable product.
- Fluency in English is required; Dutch, French and other languages are a plus.
- MS office experience is a must, experience with CRM or metal hedging is a bonus.

Your competencies

- You work independently, but connect well within a team
- You communicate clearly and know how to engage people with your story.
- You are enterprising, can initiate projects yourself, and strive for excellence.
- A hands-on problem solving attitude leads you to tangible results.
- You are stress-resistant, dependable, and socially skilled.
- You are willing to travel abroad up to 20% of the time.
- You pay attention to safety and have a passion for sustainability.
- Lamifil offers you an exciting opportunity with room for individual growth and engaging responsibilities.
- You will join a people-oriented company where employees, safety, and a positive team spirit are central.
- Your commitment will be rewarded with an attractive and competitive salary package, supplemented with extra-legal benefits and a flexible working environment with additional vacation days.

<https://lamifil.be>