

**MOVE PROGRESS.
MOVE WATER.
MOVE THE FUTURE.**



Position Summary: For the Group's Market Segment Building Services Commercial we are looking for a Business Developer based in one of the Europe East countries. The position will be subordinated to Mr. Arjan Calis. The areas of responsibility of the new Business Developer are: Europe East, South east Asia and India.

Business Developer

Building Services Commercial, Europe East countries

Key responsibilities:

- 1) To support the realisation of Key Country Action Plans integrating business development strategies:
 - To refine with sales the key projects to push for strategic reasons: significant reference, competitor challenge, application development
 - To support sales in doing pre-sales activities in order to influence the project planners and other customers
- 2) To push strategic sales development for future Key Countries:
 - To support the quick and profitable sales development with local actions in high potential countries within the subsidiaries and in front of customers
 - To set-up and realize country approach plans to define needed actions
- 3) To report the market and applications knowledge status:
 - To fill in the template of business cases describing the key information of the project and the way Wilo made it a success
 - To transmit to the Market Segment the updated application knowledge based on last market development
 - To transfer successful business cases from one country to the other using the background of documented cases
 - To provide feed-back from operational experience to improve the current and develop the future offer
- 4) To monitor and report the performance of the actions as contributor to budget and mid-term plan

Qualifications:

- Degree in Marketing/Business
- Scholar or practical technical knowledge
- Significant sales background (3 to 5 year experience)
- Knowledge of the Building Services market is a plus
- Significant working experience in multi-cultural environment
- Language: English is mandatory
- Willing to travel at least 60% of the time

Applications or recommendations including full CV's and candidate's contact details are expected at the following e-mail address: Catrinel.Meicu@wilo.ro, no later than **28th of February 2018**.