



# Business Development Manager

Simbeyond is looking for an ambitious Business Development Manager ready to shape our sales process and to get in the field to help grow our young and dynamic company in Eindhoven.

## Key Responsibilities

As the Business Development Manager, you are going to:

- Cultivate and extend business relationships with current customers
- Identify and translate market developments into product or process proposals
- Create and improve commercial proposals for our existing and new clients
- Develop, maintain contact and visit existing and potential customers and systematically follow up on leads
- Negotiate and close large deals
- Collect customer insights on user experience, product improvements and needs
- Optimize revenue, encourage business growth and strengthen Simbeyond's market position
- Develop and maintain a long-term sales strategy
- Translate long-term sales strategy into an annual business development and/or commercial plan
- Represent Simbeyond and give presentations at conferences and exhibitions
- Provide training and mentoring to members of the business development team
- Work with the technical team and other colleagues to meet customer needs.

## Qualifications and skills

- 5+ years relevant working experience in a commercial position
- B2B software sales (SaaS) experience directly to the customer in an international working environment
- Affinity with technology, a technical background (physics, chemistry or engineering) is a plus
- Solid acquisition, prospect and negotiation skills
- Strong business development capabilities and motivation
- Strong drive for customer satisfaction and quality
- Outstanding communication and interpersonal skills
- Team player mentality
- Solid analytical skills and problem-solving skills
- Willing to travel up to 50% of the time, in order to visit existing and new customers
- Proficiency in English both in written and verbal form is a must

A passion for customer interaction and technology and ambition to grow are highly regarded. Strong presentation and writing skills are required, as well as a quality mindset and good problem solving skills.

### *What we offer:*

We offer an exciting opportunity to join a young and dynamic environment in Eindhoven, the Brainport of The Netherlands, in a team of driven professionals. Our informal company culture gives ample opportunity for personal and professional development. At the same time, you will be helping to shape our fast growing business. Are you the new team member we are looking for? Send your CV and motivation letter to [jobs@simbeyond.com](mailto:jobs@simbeyond.com). For more information, visit [www.simbeyond.com](http://www.simbeyond.com).

### *About Simbeyond:*

Simbeyond provides software solutions that accelerate the development of advanced materials and high-tech devices as used in state-of-the-art display, lighting and signage applications. In the domain of organic electronic devices, such as mechanically flexible organic LED (OLED) displays, we provide an unprecedented software tool that replaces a large part of the costly and time-consuming experimental efforts with computer simulations. This leads to a shorter time-to-market and to reduced R&D costs for the electronic devices of today and tomorrow.