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**Position** : Business Development Manager – (ICT)

**Location** : North Holland, The Netherlands

**Languages** : Fluent Dutch and English

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## **Responsibilities:**

- Acquire new client business achieving Order Book Value Targets
- Order Book Value and Revenue commitments based on quarterly targets
- Business Advisor to clients
- Analyze customers in the and take ownership of specific customers
- Develop a strategy to position our capabilities, identifying differentiators to win against competition
- Provide thought leadership and customer insights to win proposals
- Collaborate with existing and identify new partners for solution needs
- Enable development of differentiators by providing inputs to Ceo and Growth Engine on industry trend and customer needs
- Continuously learn and keep oneself updated on industry trends and use of technology

## **Experience &Qualifications:**

- Degree in Engineering / ICT / and or Business
- Experience of over **10+** years IN Sales / Business Development
- Prior new sales experience in positioning and winning large deals with Dutch Leading companies
- Strong client and relationship management experience
- Experience in planning sales strategy, shaping and forming contract and bid processes
- Experience of working in Global delivery model (preferred)
- Ability to network and acquire new clients
- Understanding of Dutch ICT market; specific knowledge of outsourcing/offshoring
- Ability to collaborate with multiple stakeholders
- Excellent Presentation and communication skills
- Strong analytical background

For more information on this role please contact [recruitment@octgaon.nl](mailto:recruitment@octgaon.nl)