

WE RECRUIT!

BUSINESS DEVELOPMENT MANAGER EXPORT (M/W/D)

LOCATION: MUNICH AREA

COMPANY: BAYROL DEUTSCHLAND GMBH

SALES REVENUE TARGET 2025: €16.5 MILLION

REGIONS COVERED: EUROPEAN MARKETS - 6 MAIN COUNTRIES

Are you a results-driven sales professional with a proven track record in international markets? We are looking for a highly motivated [Business Development Manager Export](#) to join our team and help us expand our business globally.

You will be responsible for driving export sales, managing distributor relationships, and ensuring profitable growth in key European markets, including Austria, Switzerland, Italy, the UK, Poland, and Belgium. You will develop and execute strategic plans that align with business objectives, maximize revenue, and contribute to the company's profitability.

In this role, you will have full [topline sales](#) as well as [contribution margin responsibility](#) for the [Export division](#), overseeing sales performance, margin optimization, and cost control to drive sustainable growth.

You will report to the Commercial Director Germany & Export.

KEY RESPONSABILITIES

- **Sales & Business Development**

- Develop and implement strategic sales plans tailored to each export market.
- Set ambitious yet achievable sales targets and revenue objectives in alignment with company goals.
- Identify and capitalize on new market opportunities to drive business expansion.
- Lead pricing and margin management strategies to ensure profitability.

- **Profitability Management & Performance Tracking**

- Take full profitability ownership for the Export division, ensuring revenue and profit growth.
- Monitor and analyze financial performance, including sales, costs, and margins.
- Implement measures to optimize operational efficiency and maximize profitability.

- **Distributor & Customer Relationship Management**

- Build and maintain strong partnerships with distributors, acting as the main point of contact.
- Foster a customer-centric approach, ensuring long-term relationships and satisfaction.
- Conduct regular market analysis to adapt commercial policies and product offerings.

- **Market Expansion & Strategic Initiatives**

- Evaluate potential market share and development opportunities in cooperation with business partners.
- Ensure brand visibility and execute customer visits and training sessions in key markets.
- Maintain and oversee demand planning to meet annual objectives.
- Explore potential expansion to overseas markets/countries.

REQUIREMENTS

- Fluency in German & English (French and/or Italian proficiency is highly desirable).
- Strong analytical, negotiation, and communication skills to drive commercial success.
- Proven track record in international B2B sales and distributor management.
- Experience in sales forecasting, and financial performance tracking.
- Results-driven mindset with a focus on achieving and exceeding targets.
- Ability to thrive in a fast-paced, dynamic environment, managing multiple priorities

WHY JOIN US?

- Be part of a growing company with annual sales of €140 millions.
- Opportunity to manage a diverse portfolio across 6 countries and more.
- Dynamic work environment with opportunities for career development.

If you are passionate about driving international sales and have the skills to excel in this role, we would love to hear from you!

How to Apply?

Please send your resume, cover letter and salary expectations to: HRbayrol@bayrol.eu