



# Director Strategic Accounts & Business Development

## About Bufab

*Today, the Bufab group has over 1800 employees and 55+ wholly owned subsidiaries in 28 countries. Our employees are what makes our success. We offer freedom, responsibility, and development opportunities in an international environment and in a company characterized by entrepreneurs. At the same time, we maintain a lot of the company's family feeling that we have had since we were founded in 1977. Read more about us at [www.bufab.com](http://www.bufab.com) or [www.bufabgroup.com](http://www.bufabgroup.com)*

## About the position

The Director of strategic accounts & business development is a key leadership role responsible for shaping and driving the overall strategic direction of the strategic account organization and developing local and/or regional business opportunities into group growth. It includes identifying and making cross group selling opportunities into revenue plus constantly developing our group sustainability customer offering. When we make acquisitions, he/she should support and execute identified group sales synergies. The Director of strategic accounts & business development is a role with high potential in a very decentralized fast growing group.

## Responsibilities

### Strategic Planning

- Develop a vision and long-term global and local growth strategy for strategic account development.
- Conduct thorough market analysis, competitor assessments, and industry trends to identify opportunities and potential risks.

### Business Development

- Identify and assess new business opportunities and revenue streams.
- Support/execute on identified sales synergies from acquisitions

### Performance Metrics and KPI's

- Define key performance indicators (KPI's) to measure the success and effectiveness of strategic initiatives and the organization.
- Establish reporting mechanisms to track and communicate progress against strategic goals.

### Cross sister collaboration

- Collaborate with sister companies on local strategies to accelerate them into group opportunities.

### Cross-Functional Collaboration

- Collaborate with functional leaders across the organization to ensure the alignment of departmental strategies to support group opportunities.
- Facilitate communication and collaboration to drive a unified approach to achieving organizational objectives.

### Innovation and Continuous Improvement

- Promote a culture of innovation within the organization, fostering the development of new ideas and approaches.
- Drive continuous improvement and best practice initiatives to enhance operational efficiency and customer satisfaction.

### Leadership and Team Development

- Build and lead a high-performing team of approximately 10 people, providing mentorship and guidance to reporting managers and team members.
- Foster a collaborative and inclusive team culture that encourages creativity and strategic thinking.

### Profile

- A master's degree in engineering or Sales and Marketing or similar experiences suitable for the position is required.
- Excellent, proven, track record of developing global/local sales strategy and delivering growth with solid customer focus.
- Strong sales leadership skills in complex organizations with multiple stakeholders.
- Very strong communication skills both written and verbal.
- Strong negotiation and contract management skills.
- Ability to create trust in you and your company, thrives from success through others.
- Positive mindset, with a strong interest in developing relationships with stakeholders.
- Entrepreneurial, team player, "Solutionist".
- Fluent in English, proficiency in another language would be a plus.
- Willingness to travel.

**Job Title:** Director strategic accounts & business development

**Department:** Global Business Development

**Location:** A Bufab office, on site

**Reports to:** Global Business Development Director

### Contact and application

Does this sound interesting?

For more information about the application procedure please contact **Martijn van Daal**, +316 55148355.

Send your CV and motivational letter latest 1<sup>st</sup> of May 2025 to [recruitment@bufab.com](mailto:recruitment@bufab.com).