

# 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).*

## 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 is a role with high potential, and we strongly encourage internal applications.

## Responsibilities

- 1. Strategic Planning:**
  - Develop a vision and long-term strategy for strategic account development.
  - Conduct thorough market analysis, competitor assessments, and industry trends to identify opportunities and potential risks.
- 2. Business Development:**
  - Identify and assess new business opportunities and revenue streams.
  - Support/execute group opportunities to generate business growth.
  - Support/execute on identified sales synergies from acquisitions
  - Build and maintain strong relationships with strategic accounts.
- 3. Performance Metrics and KPIs:**
  - Define key performance indicators (KPIs) to measure the success and effectiveness of strategic initiatives and the organization.
  - Establish reporting mechanisms to track and communicate progress against strategic goals.
- 4. Cross sister collaboration**
  - Collaborate with sisters on local strategies to accelerate them into group opportunities.
- 5. 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.



#### **6. 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.

#### **7. Leadership and Team Development:**

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

#### **8. Regulatory Compliance**

- Stay informed about relevant industry regulations and ensure the organization's strategies are compliant with legal and regulatory requirements.

### **Profile**

- A Master's degree in Engineering or Sales and Marketing or similar experiences suitable for the position is required.
- Strong leadership skills in complex organizations with multiple stakeholders.
- Demonstrated success in driving strategy development, organizational change and achieving strategic objectives.
- Very strong communication skills both written and verbal.
- Excellent communication and presentation abilities.
- Proven experience in a sales leadership role overseeing strategy.
- Ability to navigate complex business environments and make data-driven decisions.
- Strong negotiation and contract management skills.
- Strategic thinker with the ability to drive results in a dynamic global environment.
- Focused on customer satisfaction.
- 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?

If you have any questions about the recruitment, please contact Johan Sandberg, Global Business Development Director [johan.sandberg@bufab.com](mailto:johan.sandberg@bufab.com), latest day to reply is the 1<sup>st</sup> of May.