

We are hiring! (Senior) SaaS/PIM business development manager

We are now looking for a driven professional to join our team as (senior) business development manager SaaS, i.e., PIM (product information management) services.

- Location: Amsterdam/Nieuwegein
- Operating schedule: Full time
- Languages: English

Icecat: contributing to sustainable e-commerce

Icecat's global mission is to provide e-commerce partners with high-quality product content that helps their buyers make better purchase decisions, in any world language, in any country, in any app.

If you're looking for a career in an international team with 10s of different nationalities, Icecat will provide you with plenty of opportunities to develop. Join us! Meet the team [Teambuilding 2021: Successful First Post Lock-down Outing](#)

What are you going to do?

Your primary role as (senior) Business Development Manager PIM is to expand Icecat PIM business in various verticals such as FMCG, Fashion, DIY, etc. By managing & prospecting clients via visiting, networking, cold calling, promoting, or by other means of generating interest. You must have an understanding of SaaS. Further, you must plan smart approaches and pitches that will convince potential clients to do business with

Icecat. Finally, you are responsible for developing business for the company. Strategic planning is a key part of this function.

Main responsibilities

- Identify and approach decision-makers within the client organization and turn this into increased business
- Implement the sales strategy (terms of sales, sales processes, etc.)
- Research and build relationships with existing and new clients
- Develop and expand long-term customer relationships
- Prepare and execute contract negotiations
- Develop and implement sales driven marketing / promotional activities
- Participate in trade fair shows / Set up of customer events
- Report to the managing director of Icecat

Desired Skills & Experience

- Bachelor or higher work and thinking level
- Affinity for e-business services
- Self-reliant team player
- Structured way of working, basing decisions on solid analysis
- Negotiation and organizational skills
- Self-confidence, friendly and customer-driven
- Strong communication skills and dynamic personality
- Creative
- Work experience in the SaaS business or with SaaS is a plus
- Experience with Microsoft Office
- A flexible attitude, not a 9 to 5 mentality
- Fluent English, other languages are a plus

- Proven track record and contact in the B2B area
- Driving license B

If you are interested in applying or have more questions about the offer, please contact us by email: marketing@icecat.biz