

## **Business Development Manager – Job Description**

Ops Horizon a growing IT company specialized in softwares for Airport and FBOs.

We are looking for Business Development Manager to prospect for new clients by networking, cold calling, advertising or other means of generating interest from potential clients.

Strategic planning is a key part of this job. This requires a thorough knowledge of the aviation/airport market, the solutions/services the company can provide, and of the company's competitors.

### **New Business Development**

- Prospect for potential new clients and turn this into increased business.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches. \* Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.

### **Client Retention**

- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

### **Business Development Planning**

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the aviation market and competitors, identify and develop the company's unique selling propositions and differentiators.

### **Management and Research**

- Submit weekly progress reports and ensure data is accurate.
- Forecast sales targets and ensure they are met by the team.
- Track and record activity on accounts and help to close deals to meet these targets.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

### **Other Skills and Qualifications**

Experience in Aviation Business (Business aviation, and other fields of aviation)

Knowledge of FBO's business

HQ based 15' from Aix Les Bains (France)

Resume to contact@opshorizon.com