



## Business Development Manager (m/f/d)

Referenznummer

Stand: 18.01.2024

Ausschreibendes Unternehmen:

**ERCO GmbH**


### Standort:

ERCO GmbH

Brockhauser Weg 80-82

Business Development Manager (m/f/d)

### Art der Stelle:

1 Stellenangebot 

As a  
global

### Beschäftigungsbeginn:

ab sofort

### Anstellung:

Vollzeit

### Berufsfelder:

Marketing /

Kommunikation /

Design

Vertrieb / Verkauf

### Ansprechpartner:

Herr Manuel Barz

Stellv. Leiter Human

Resources

market leader in the field of Architectural Lighting, ERCO offers a comprehensive range of high-quality products and solutions. Forward thinking, product development and application



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ERCO GmbH, 58507 Lüdenscheid

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make ERCO the number one choice for leading architects and designers. Light interprets space and helps us to perceive and experience it. In this sense we understand light as the 'fourth dimension' of architecture.

We are looking for you at the earliest possible date as

## Business Development Manager (m/f/d) | Lüdenscheid, Deutschland

### Your tasks

The Business Development team is a part of the global Marketing and Product Management department based in Lüdenscheid, Germany. Your challenges, as a Business Development Manager, will be to work collaboratively with the local ERCO businesses (Regional Sales Offices 'RSOs') and ensure the right business growth strategies are in place. An integral part of this will be ensuring, together with product managers in Lüdenscheid, that the right product roadmaps are being developed and also that inspiring and useful marketing tools and communication is developed together with marketeers. The role requires the combined ability to work with, collaborate and inspire people internationally inside and outside the ERCO company and use sales, people development, marketing and product knowledge experience to help facilitate business growth.

### Your profile

- Bachelor or Masters level degree in Business, Marketing, Architecture, Design, Engineering
- > 5 years strategic marketing or sales experience (has worked in product development and marketing can be a plus)
- Good listener and able to translate many market ideas into concrete strategies for product developments and also for strong and inspiring marketing tools
- Excellent presentation skills to inspire audiences
- Analytical skills to interpret market data for and its impact on the field of work
- High proficiency in English (speaking and writing) and any other language is a benefit
- Enjoys networking across all global cultures, developing professional networks
- High willingness to travel. Onboarding at the beginning in Lüdenscheid, Germany, thereafter worldwide visits to the sales organisations will be necessary

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- Highly driven and able to work independently (particularly due to regular travel), make spontaneous and creative decisions, combined with being part of and contribute to a strong team

### Your benefits

- Financially independent family business
- Development and production exclusively in Lüdenscheid
- Flexible working hours without core working hours
- Company restaurant
- Bicycle leasing
- Systematic onboarding
- Further training/staff development
- Sports and health programmes
- Employee events
- Company pension scheme

### Contact

Have we aroused your interest? Then we look forward to receiving your detailed application, stating your earliest possible starting date and your salary expectations. If you have any questions about the position, please contact Mr Cobham (-308), Marketing & Product Management.

Jetzt online bewerben

ERCO GmbH  
Manuel Barz  
Brockhauser Weg 80-82  
58507 Lüdenscheid

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