

# United Kingdom Jobs Expertini®

## Business Development Manager

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Company: Vallum Associates

Location: United Kingdom

Category: other-general

Business Development - Ports and Terminals ( North Europe)Fully remote - Europe based Competitive package Role Secure market access by focusing on identifying new leads and establishing new prospects for the firm.Strong network of ties in maritime, ports, and terminals. Understanding the major stakeholders in ports and terminals Conduct market research for prospects and stakeholders. Engage with new clients and establish new accounts. Management of sales pipeline and forecasting Requirements Minimum 8 years experience within Marine, focusing on ports and terminals Commercial, Business Development and Account management experience Strong understanding of the global marine industry If you are interested please apply or if you would like to find out more please get in touch - Lnoel@vallumassociates.com/02045136428

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